

# CHEMIST & DRUGGIST

The newsweekly for pharmacy

February 14, 1987

a Benn publication

Minister says  
'Yes' to April  
new contract  
as LPCs vote  
for eleventh  
hour package

Booth goes for  
'Noel Hall 2'

Some premises  
too small,  
says Council

'Licence of  
right' Bill  
fails to pass  
muster

In the City

Out and about:  
pharmacist goes  
walkabout

SUNDRIES  
SPECIAL FEATURE



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New Presentation  
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**Prescribing information**

**Presentation** Each pink, shield-shaped tablet is impressed "ZOVIRAX 400" on one side and a triangle on the obverse, and contains 400mg acyclovir. Uses

Treatment of acute herpes zoster infections. Whilst a beneficial effect of treatment on acute pain has been shown, studies have not yet demonstrated an effect on post-herpetic neuralgia. **Dosage**

**Adults:** Two 400mg tablets five times daily for seven days. Treatment should start as early as possible after rash onset. **Contra-indications**

Contra-indicated in patients known to be hypersensitive to acyclovir.

**Precautions** For patients with severe renal impairment (creatinine clearance less than 10ml/minute) a dose of 800mg twice daily is recommended. For those with creatinine clearance from 10-25ml/minute a dose of 800mg every six to eight hours is recommended. In the elderly, total acyclovir body clearance declines

along with creatinine clearance. Adequate hydration of elderly patients taking high oral doses of Zovirax should be maintained. Special attention should be given to dosage reduction in elderly patients with impaired renal function. Experience in human pregnancy is limited so caution should be exercised in prescribing for pregnant women.

**Side- and adverse effects** Skin rashes have been reported in a few patients receiving Zovirax Tablets; the rashes have resolved on withdrawal of the drug. In trials, the incidence of gastrointestinal events has not been found to differ from placebo. Basic NHS cost 70 tablets (PL3/0227) £119.00.

Further information is available on request.

The Wellcome Foundation Ltd  
Crewe, Cheshire

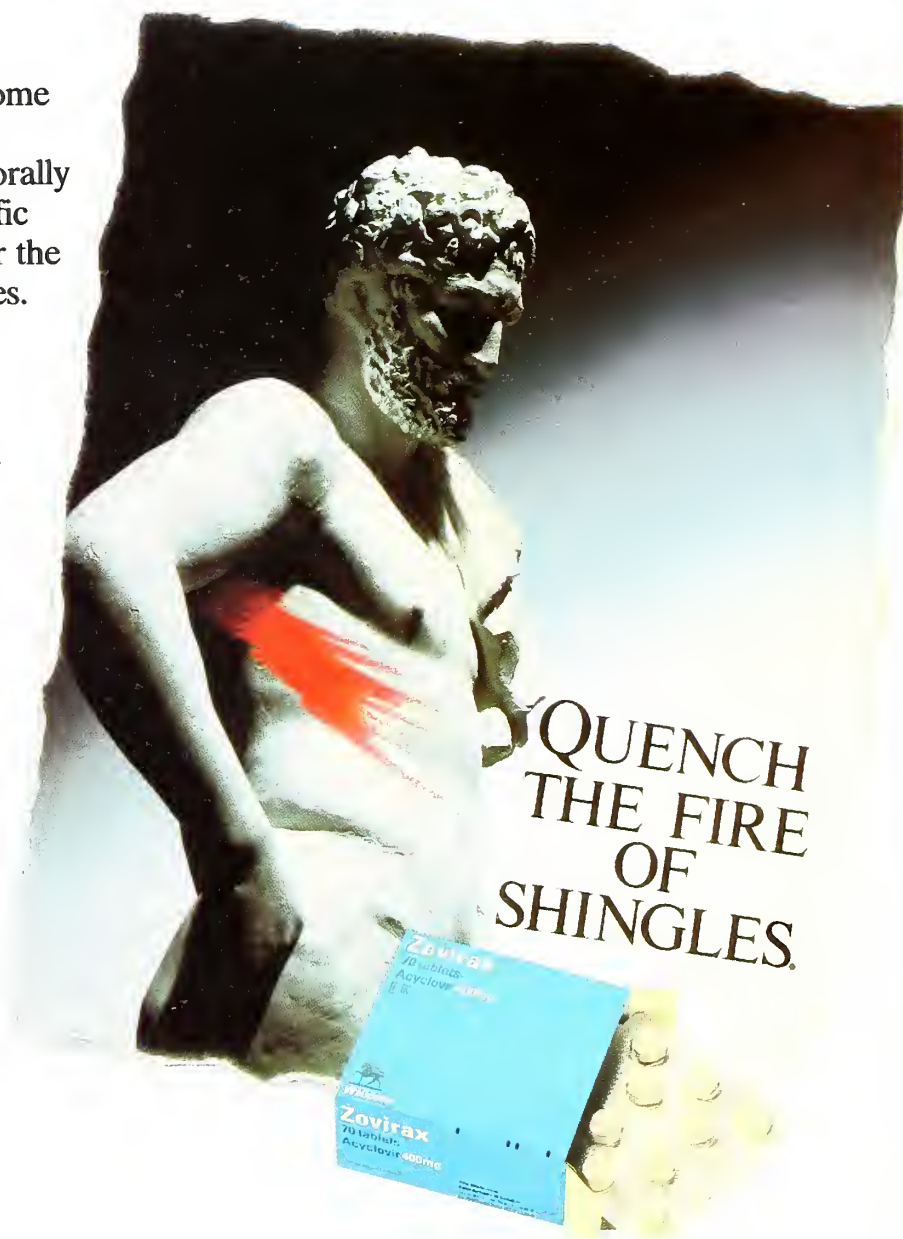


# Rx ZOVIRAX 400mg Tabs

ii five times a day **70**

With the above prescription, Wellcome announce the introduction of an orally administered, specific antiviral therapy for the treatment of shingles.

The seven-day treatment, using the new 400mg tablets, is presented as a complete course in one pack — the 7 day Shingles Treatment Pack. Promotion to doctors starts immediately and supplies are available through the normal wholesaler channels.



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**ZOVIRAX\*** New 7 day  
Shingles Treatment  
Pack

acyclovir 400mg tablets

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Incorporating  
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## COMMENT



Surprise! Surprise!  
There are now only  
43 more negotiat-  
ing days left for

UK health departments to settle the final cash and regulatory details of the new contract with their respective contractors. Minister for Health Tony Newton last Friday set the target of All Fools Day, 1987 as "C Day" for the UK when he gave the PSNC the go-ahead for the English and Welsh regulations and guidelines, pending final agreement on the part the Rural Dispensing Committee will play in the decision making process.

April 1 is no bad day for the introduction of a contract of limitation some 22 months, three Health Ministers and 650 new pharmacies after its launch. After the impasse and confusion that has clouded the outlook for the community pharmacy, the DHSS agreement to many of PSNC's negotiating points just before last weekend's LPC Conference must seem little short of miraculous to contractors. Or does it?

The DHSS by a combination of conspiracy and bungling managed to force itself, and the PSNC, into a contractual corner. Scotland fared a little better at



the hands of its civil servants, and Northern Ireland a good deal worse. Faced with calamity anything can seem better than nothing. A cut-off point has been conceded, but then it had to be, or else the new contract was just the same old nonsense. Contractors disadvantaged by the spate of late leapfroppers now have a chance of compensation. There is some self-funded individualisation on fees relating to treatment period and nil discounts. The attrition level remains at 16,000 scripts per annum and the savings generated by closures, still hovers around the promised £4m. And, most importantly, £20m has been left in the balance sheet by an Exchequer hungry for cost cuts — but for how long?

By attempting to coerce

PSNC into taking £20m from contractors' pockets in anticipation of the Pharmacy Review Panel finding on profit, the Department was both presumptuous and acting against the spirit and letter of negotiating procedures agreed. The DHSS said the purpose of the new arrangement was to minimise major retrospective adjustments by arranging an annual negotiating timetable, and sticking to it! By implication, any claims that missed their deadline would fail — the fate that should befall a DHSS which delayed its submission on profit to the panel.

The Department has set poor precedents for performing competently in the Stage 2 negotiations ahead. It will be impossible to develop new roles unless the DHSS is willing to modify the dubious financial background it has created. The Government soon will be able to restrict entry to contract, but it will have to do much better if it is to motivate and reward pharmacists for improving and extending the many roles identified for them, in both the Nuffield Inquiry and its own Primary Health Care Paper.





# Minister says 'yes' to April 1 UK contract

Minister for Health Tony Newton has agreed to implement the whole of the new contract package in England and Wales on April 1, but the Regulations governing applications and openings in rural areas still have to be resolved. On Sunday Local Pharmaceutical Committee representatives, bar one, gave PSNC a mandate to conclude negotiations on a financial package for 1987-88 which includes last minute DHSS concessions. These give contractors: an extra fee for 30-day plus scripts; a nil discount scheme; a cut-off point and extended compensation scheme, and retention of the £20m the Department wanted to hold back to reduce profits.

The Pharmaceutical Services Negotiating Committee received final details of the Department of Health's new contract cash and regulatory proposals in an exchange of letters and telex messages last Friday. Until then the price contractors would have had to pay for control of entry was too high, says chief executive Alan Smith.

PSNC has managed to keep the attrition level to 16,000 scripts per annum, and to retain £20m the DHSS wanted to remove from the balance sheet in anticipation of the Review Panel's decision on profit. "Contractors would have been worse off each time they dispensed a script," Mr Smith said.

Mr Smith said he was delighted PSNC had been mandated to negotiate on the outstanding issues such as the Essential Small Pharmacy Scheme, incentive payments, individualisation and Additional Pharmacists Allowance or Practice Allowance. He saw the need for

new monies for new roles.

LPC representatives were told the news by PSNC chairman David Sharpe, and Alan Smith, before any motions on the agenda were put to Conference. PSNC itself had received the details at a breakfast time briefing on Sunday. Full details are given on this and the facing page. Also PSNC is trying to ensure that the pharmacy practice subcommittee post of vice-chairman is open to lay members only.

The platform party took questions and speeches from the floor before accepting a motion from Mr R.W. Dawson of Manchester LPC, seconded by Mr R.N. Thomas, Gwynedd, that: "This Conference accepts the package given in the chairman's update report, and instructs PSNC to carry on negotiating on the outstanding issues indicated."

After much debate (see over) all LPC representatives, with one exception, voted for the motion.



PSNC chairman David Sharpe

## Outstanding applications

The Pharmaceutical Services Negotiating Committee has at last managed to negotiate a satisfactory cut-off procedure with the DHSS, chief executive Alan Smith told LPC representatives.

The limitation-of-entry contract could have been undermined if no cut-off point had been fixed, Mr Smith said. The main difficulty had been with hundreds of outstanding applications with Family Practitioner Committees, many of which had not been entered on the pharmaceutical list "because of FPC methodology". The DHSS will now require FPCs immediately to list all applicants before April 1, so making possible enforcement of Regulation 27(2). "This means that pharmacies listed on April 1, 1987, but not open within six months, can be removed from the list," said Mr Smith.

In the first draft of the Regulations it may have been possible for a pharmacy that failed to open up within six months to re-apply under the "old" contract system. PSNC has suggested to the DHSS that the wording of Regulation 27 (4) should be amended to read: "Nothing in paragraphs (2) and (3) shall prejudice the right of a chemist to apply again to be included in the pharmaceutical list . . ."

"We are now satisfied that there is a definitive cut off period," Mr Smith said contractors could have been disadvantaged. "We would have had a smaller global sum to divide up among a far greater number of outlets if all those 'pending' applications had been granted."

The only area of possible concern was that of "acquired rights". Mr Smith explained that if any existing contractor had particular rights under present legislation that were removed by further legislation, it was possible to claim prior right under the earlier law. "We have been assured by Counsel that this will not be a problem."

## Compensation and 'cut-off'

**1. Eligibility** Contractors will be eligible for compensation only if they were in contract on May 23, 1985 and continued in contract until termination in the two years commencing April 1, 1987. (ie: 1987-88 and 1988-89).

Eligibility has been extended to contractors in contract for at least the period May 23, 1985 to March 31, 1986 and who, on a *pro-rata* basis would have dispensed less than 16,000 items if they had been in contract for the whole of the financial year.

PSNC has made representations to the DHSS that eligibility should be further extended to contractors who would have been eligible had they not dispensed

16,000 items or more (or on a *pro-rata* basis) in 1985-86 but who dispensed less than 16,000 items in 1986-87. DHSS is considering this matter but *no final agreement has been reached*.

**2. Basis** If PSNC's representations are accepted compensation will be based on NHS remuneration (ie: excluding drug cost reimbursement, container allowance and oxygen service fees) in the preceding financial year but subject to a 50 per cent reduction in year two. Thus:

Closing year	Compensation
1987-88	100 per cent of 1986-87 remuneration
1988-89	50 per cent of 1987-88 remuneration



# Extra 30p for 30-day plus R

The Department of Health has agreed in principle to link the dispensing fee to the period of treatment "providing there is no cost to the taxpayer", but only for solid dose forms.

PSNC chairman David Sharpe says scripts for tablets and capsules comprise the bulk of items dispensed: "Other dose forms were excluded for expediency in order to simplify negotiations." PSNC, the DHSS and the Prescription Pricing Authority met on Tuesday to analyse the treatment periods for the top 1,200 solid dose items. Mr Sharpe said it was probable they would reach an *ad hoc* agreement based on this data coupled to World Health Organisation figures/recommendations. The average treatment period prescribed by GPs would also be considered.

DHSS and PSNC agreed any formula should not "appear to make a judgment about quantities doctors should prescribe". Mr Sharpe said that any attempt to do so would involve the General Medical Services Committee of the BMA and delay agreement until after his grandchildren had grown up!

PSNC financial executive Mike Brining estimates that around 16 per cent of present solid dose scripts are for 30 day periods. On that basis scripts for 30 day plus periods could get an extra fee of £0.30, however the overall remuneration for other scripts would go down £0.05.

Fee structure		
Fee, May '85	Script items	Fee now?
120p	First 1.325	128p
51p	Next 925	59p
62p	Remainder	70p

There is still an element of front loading: PSNC says final fee structure depends on final negotiations on outstanding items.

## DHSS agrees to nil-discounts

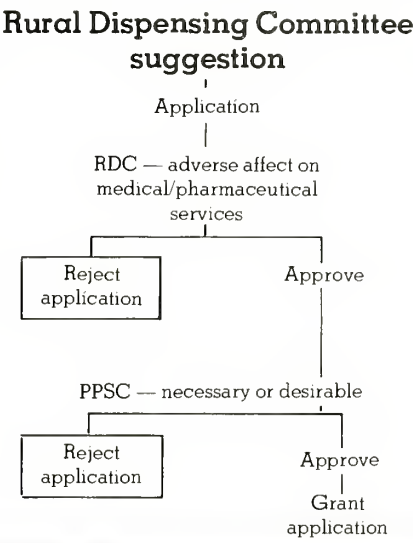
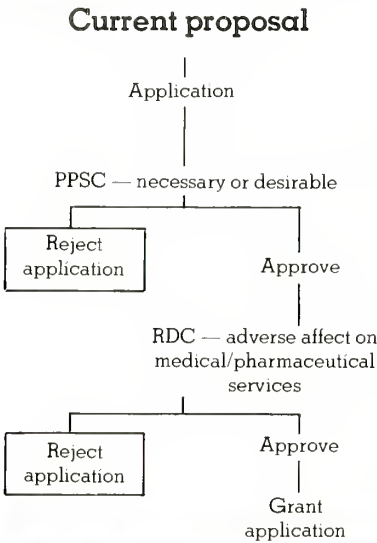
The DHSS also has agreed in principle to a nil-discount scheme "providing that the additional administration costs to the Prescription Pricing Authority are borne by the balance sheet".

PSNC chairman David Sharpe, said there was a precedent for PSNC carrying the cost of contractor schemes itself — the Essential Small Pharmacy Scheme had



PSNC gets overwhelming support to proceed with eleventh hour package

## Two paths to a rural contract



## New contract — then and now

### THEN (MAY, 1985)

1. Control of entry into contract
2. Savings (50/50 split) — Group 1 (small) pharmacies to be costed as Group 2
  - voluntary relinquishment of contract
3. Annual negotiations
  - April 1 settlement date
4. Regular cost inquiries
5. Joint DHSS/PSNC inquiries
  - participation required by Terms of

- Service
- defined roles of pharmacy remuneration and reimbursement committee, study group and Pharmacy Review Panel
6. Remuneration structure
- 5 per cent on cost
  - graduated (3-tier) fee
- ESPS eligibility criteria
- dispensing 1,600 prescriptions per annum
  - 2km from nearest pharmacy
  - if dispensing less than 6,000 prescriptions per annum, FPC endorsement required
8. Compensation arrangements

### NOW

1. Control of entry into contract.
  - no change other than loss of contractor votes at PPSC and on appeal
- Items 2,3,4,5,6,7 all unchanged
8. Compensation arrangements (see p236)
  - modified due to delay but no change in principle.

been funded in this way at the outset. Mr Sharpe hoped this new cost would be minimal.

The difficulty had been determining the products that "universally attract nil-discount" because there were local variations. Pharmacists would have to endorse nil-discount scripts, he believed, with possible reference to invoice, and there would have to be an appropriate adjustment to the discount scale.



## LPCs make meal of 'eleventh hour rabbits'

**Much of the debate at Sunday's LPC Conference on agenda motions was precluded by the early mandate given to PSNC, to complete negotiations on the last-minute update of the contract package, by March 31. However, the speakers "for" and "against" the motions that were put, demonstrated a mix of congratulation, pragmatism and realism.**

Dr Keith Watson of Sunderland LPC congratulating the negotiating team on saving the credibility of the contract, said time alone would tell whether this was great day for pharmacy or simply a cost-cutting exercise by the DHSS. "After much vacillation by the Government, the DHSS has produced some 'eleventh hour rabbits' from the hat."

But he said Conference should be under no illusions about future financial packages which could include £12m withheld for generic discounts, and exclude new monies for new roles. "The DHSS simply wants to switch money from the dispensing role to the more acceptable advisory role." And he suggested the £20m of disputed profit could yet be lost in a clawback, or the attrition level could be raised in the future.

Dr Watson said Mr Sharpe's statement and the "near capitulation of the DHSS" had vindicated the stance taken by his colleague, Northern LPC chairman Alan Tweedie, in seeking to redress the balance in the contract. "He always supported limitation of the contract, but not at any price."

Mr R.N. Thomas, Gwynedd LPC, said the enhanced Essential Small Pharmacy payment would make rural pharmacies viable for the first time. "These pharmacies are 'necessary and desirable'," he said. "It is an integral part of the new contract and will open up areas frequently abandoned to dispensing doctors". But Mr Thomas stressed that considerable time and effort was required to present a good case to the FPC dispensing subcommittee and the Rural Dispensing Committee.

Mr Miall James, Essex LPC, asked whether the RDC proposal that it should be involved in decisions on all rural

pharmacy openings (*C&D*, January 31, p155 and this week, p237) would cause further delays in opening after pharmacies had been given preliminary consent.

For PSNC, Alan Smith said that at present a pharmacist applying to open in a rural area did not have to name the proposed premises: under the NHS (Amendment) Bill he must do so. So going through the RDC first would continue to give flexibility, but an application first considered by the PPSC would mean a pharmacy was more likely to be truly necessary or desirable.

Mr John Iles, Camden & Islington LPC, said PSNC had done very well to get the DHSS to agree to many of its proposals, but "the Nuffield element was still missing". People who spent to provide consultation areas, to show health education videos etc, should not go unrewarded. "The remuneration structure must be changed to get more individualism."

Earlier PSNC chairman Mr Sharpe had made clear that the nil discount and the fee related to period of treatment schemes were forms of individualism, redistributing existing monies more equitably. But he said he expected Nuffield and primary health care money discussions, both within the profession and with the DHSS, to go on well into 1988.

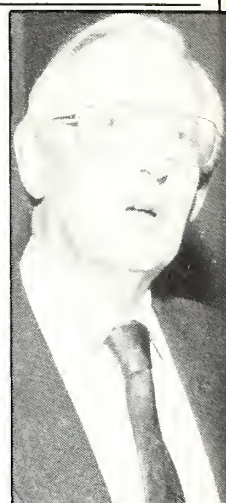
Mr Basil Green, Coventry LPC, drew attention to the spate of openings in Coventry since 1980 (up from 59 to 83), and to the corresponding reduction in the numbers of scripts available to each pharmacy (down from 35,855 pa to 29,878). "In the face of such facts I suggest you support contract limitation unless you want to commit suicide," he said.

PSNC chairman David Sharpe invited each LPC with a motion on the agenda to consider carefully whether or not their motion should still be put, bearing in mind the contract mandate given to PSNC that day. A number of motions were withdrawn.

Gateshead and Coventry motions seeking to prevent the DHSS from raising the 16,000 scripts pa attrition level in future balance sheets were taken together and passed *nem con*, as was a Somerset motion that: "The policy of cost-plus, as outlined in the health care paper, will apply to all other pharmacies."

Ken Sims, Dorset LPC, proposing that PSNC should produce a scheme to compensate long-established contractors who were forced to close by leapfrogging or "for reasons beyond their control," was

R.N. Thomas



J.G. Iles



advised from the platform that it was impossible to do this by either a voluntary or a statutory levy.

The Kensington, Chelsea & Westminster motion on statutory or contract measures to ensure higher standards was passed *nem con*. Mr J. Reynolds highlighted inadequate hygiene facilities; another speaker spoke with concern of applications to open so-called "broom cupboard" pharmacies. And Mr A. Hutchinson of N. Yorkshire wanted Section 66 of the Medicines Act to be brought in and linked to inspection of premises.

Oxfordshire's motion seeking "new monies for new role" was formally moved and passed without dissent. Conference also passed an Essex motion requiring lay members of PPSC to have "no interest in pharmaceutical services" — the target being GP wives, and relatives of any surgery staff.

Conference also outlawed activity sampling, under-reimbursement of generics and the DHSS' unilateral changing of remunerative rules. Also passed *nem con* were motions seeking to restrict extension of the black list; to allow pharmacists to approve selected list substitutes with endorsement, and to extend the one-mile limit to three miles.

The only motion to be thrown out was one from Hampshire, that future conferences to be held on weekdays in order to protect the leisure time of contractors and PSNC staff — no mention was made of the pharmaceutical Press!



## Scots relieved at contract acceptance . . .

The majority of Scottish contractors will be very relieved that the LPC representatives have been "so very responsible" in backing the new contract package last Sunday, says Ian Mullen, chairman of the Pharmaceutical General Council.

We understood the concern of the Pharmaceutical Services Negotiating Committee at the lack of detail about cut-off and cash and are delighted that the DHSS filled in the gaps at the last minute, Mr Mullen said. The PGC understood that a deal was possible in Scotland on nil discount and fee related to treatment.

Mr Mullen said their final negotiations on fees and the Essential Small Pharmacies had to be completed for April 1. The regulations and guidelines would have to be laid by February 20, for the contract to come into operation by then.

## . . . NI guests not impressed

Northern Ireland observers at last Sunday's LPC conference say the package accepted by the delegates is by no means a cause for celebration.

"The three main items — the fee structure, the nil discount and the small extra fee related to the extended period of treatment — are merely a redistribution of monies already in the global sum. No wonder the DHSS agreed to these points since it costs them nothing," say Justin Beagon (chairman) and Thos O'Rourke (secretary), who attended on behalf of the Pharmaceutical Contractors Committee.

"The second stage, which is to deal with the second pharmacists allowance, increased profit and a realistic notional salary (these last two being referred to the Pharmacy Review Panel) might be a long time in coming.

"It seems to us that the contract has been sold merely on the principle of control of entry. The guidelines for this are not very definitive and both the pharmacy practice subcommittees and the national appeals panel are very consumer orientated, with lay members holding the balance of votes. We think that the proposals which we heard would not be so easily sold to contractors in Northern Ireland," they say.



## £500 fine over tardy CD record

London pharmacist Navin Patel, was fined £500 and given a stern warning after he failed to keep a proper record of the drugs he supplied to registered addicts.

Magistrate Mr David Voelcker said: "You know the drug problem in South-East London. If you are going to supply heroin legally to addicts on prescription you have to keep accurate records."

Tower Bridge Magistrates Court heard that Mr Patel, who runs a pharmacy in Clifton Rise, Brockley, failed to keep his CD register up to date. Miss Janet Boston, prosecuting, said the omissions were discovered in January this year.

"Mr Patel immediately admitted he hadn't entered details of his dispensing to drug addicts since the Christmas holidays." Mr Patel explained he had been too "busy" to detail the doses of methadone.

Defence Counsel Mr Jonathan Fisher said there was nothing sinister in Mr Patel's failure to comply with the regulations, and it was his intention to write them up in a day or two. The magistrate accepted that though Mr Patel had been a "fool" and lax in keeping his records, there was nothing sinister about the case. Mr Patel of Manor Lane, Lee, pleaded guilty to two charges of failing to record supplying 25ml and 80ml of methadone on January 2 and 3 this year. He admitted two further charges of supplying 80ml and 40ml of methadone without marking the date the drugs were dispensed on the prescription.

## Pet treatment breaks the law

A warning that pharmacists could break the law if they treated pets was given this week by veterinary surgeon Mr M. Lawton.

Speaking at a "Small animal seminar" held at the Pharmaceutical Society, he reminded pharmacists that they were prevented by the Veterinary Surgeons Act 1966 from diagnosing and treating small animals. If a customer asked advice about an ill cat, for example, the pharmacist who made a diagnosis and sold a product would be acting illegally. But the customer could treat his own pet by saying what was wrong with it and asking for a suitable product, although the pharmacist should not say the customer had made the wrong diagnosis and offer an alternative. Mr Lawton thought pharmacists had a limited knowledge about animals and therefore a limited role in the sale of animal

medicines. He warned about being careful when selling medicines for cats, which often reacted adversely to medicines. Local anaesthetics, contained in ear treatments, could cause severe eye problems which prevented owners entering their cats in shows. Although the condition was reversible, the customer could sue the pharmacist.

Other speakers referred to pigeons and goats as being suitable for the pharmacist's care. Mr J. Montagu, director, Harkers Veterinary Remedies Ltd, said pigeon fanciers were increasingly seeking pharmacists' advice since paramyxovirus vaccines became available from pharmacies in 1984. But to become involved, pharmacists needed to learn about pigeon racing and make fanciers aware they sold the products.

Mr B. Dolby, director, Goat Nutrition Ltd, said there had been a tremendous increase in goat popularity and if pharmacists stocked medicines the news spread "in seconds" on the goat-keepers' grapevine.



## Booth to press Newton for 'Noel Hall II'

**Pharmaceutical Society president Dr Geoff Booth is to ask Health Minister Tony Newton to set up an independent review of hospital pharmacy when they meet on Tuesday.**

Announcing the meeting at the branch delegates meeting of the Guild of Hospital

Pharmacists last Saturday, Guild president Bill Brookes said that a "second Noel Hall" would be based primarily on the Nuffield Inquiry recommendations and how hospital pharmacy should proceed from there. The Noel Hall Report, implemented in the early '70s, shaped the service of today.

Dr Booth will be accompanied by PSGB secretary and registrar John Ferguson and treasurer Colin Hitchings, a past president of the Guild. Dr Booth has met representatives of the Guild, the pharmaceutical officers committees and the hospital pharmacists group to discuss the meeting.

## Close vote on 'no confidence'

**Hospital pharmacist pay negotiators escaped a vote of no confidence on their handling of the 1986 pay claim by a narrow majority at the Guild branch delegates meeting last Saturday.**

The motion was first amended to what was, in effect, a censure, by 29 votes to 21. The motion, as amended, was lost by an even tighter margin, 25 to 22. Proposing the motion, Paul Sandham (Yorks) said that their displeasure came "in a year when everything seemed to be going well."

Criticism centred on what the Yorkshire Group saw as an over enthusiastic response to a third "final offer" little better than previous, decisively rejected offers. Mr Sandham said members had also rejected a package that linked salary with a settlement for emergency duty payments (EDPs).

Mr Sandham said the staff side's response to the third offer, in September, was an "incredible turnaround." He said: "We now have a recruitment package linked to an EDP and salary package at no more than the going rate. To accept that package in that form at that time was a grave mistake and we have perhaps let slip a great advantage. We are very concerned that such a situation is not allowed to happen again."

Seconding, Winnie Strang (NI) said that pharmacists in the Province had been concerned at the way the ballot was conducted with no time for discussion."

A Manchester amendment proposing a ballot of all members on the vote of no confidence was lost.

Proposing the amendment to change the vote of no confidence call into a statement "deploring the way in which negotiators mishandled the pay claim",

Alan Norgain (North Wales) said little would be achieved by a vote of no confidence. Staff side of Whitley Council were elected by Guild Council, not directly by delegates.

Seconding, Lucy Dudley (West Midlands) said staff side had been "doing a good job of negotiating on a reasonable pay claim until the last few months." From the debate so far, she was sure staff side would get the message. Urging delegates to support the amendment, Paul Deasy (S Yorks) said that mass resignations would be damaging: it was passed.

In debate on the motion as amended, Michael Crouch (Border) said that delegates might have unrealistic expectations of just what can be achieved in pay negotiations in the present climate.

Bob Timson, chairman of the staff side, told delegates that the final offer, did, in staff side's view, concede major points the Guild had been seeking. It gave emergency duty payments to those who were going to do the work, money and the same money irrespective of grade would be available to any pharmacist in any grade. "In addition, we were able to achieve payment on the basis of two increments — twice as much as was offered previously."

Mr Timson said he appreciated that there had been concerns. "But in the end staff side should be able to make judgments on negotiations..."

A motion that future ballots should be conducted without a recommendation from staff side was overwhelmingly lost. Speakers felt members should have confidence in their negotiators.

A motion that the final ballot on the 1986 pay claim was carried out "with undue haste" was passed without opposition, as was a motion that three weeks should elapse between posting of voting papers and ballot closing date.

Responding to a debate critical of ASTMS/Guild administration, Guild president Bill Brookes told delegates that ASTMS would be putting more divisional



Croydon pharmacist Dilip Shah receives the keys to an MG Metro, first prize in the Norton national retail competition. Picture shows, left to right, national accounts manager John Pritchard, sales director Lynda Forster, managing director Nigel Norton, Mr Shah, second prizewinner David Kent and Paul Freshney of Lister Pharmaceuticals

officer resources into the Liverpool office, freeing divisional officer David Bird to spend more time on Guild Affairs. The Guild was also seeking clarification of resources at headquarters in Camden. In a move not usually associated with impartial chairmen, he said: "I would not urge you to vote against this recommendation."

Looking forward to negotiations to come, the meeting backed motions to seek improvements in Bank Holiday entitlement, give high priority to staff pharmacists salaries in the 1987 pay round, and press for official recognition of residency schemes.

One motion, carried to the astonishment of some Guild Council members, will give food for thought. It proposed that flexible grading should give every pharmacist the chance to reach the top point of the highest pay scale.

## Up and running

**Over half the health authorities in England and Wales have negotiated emergency duty agreements acceptable to pharmacists, Guild president Bill Brookes told the branch delegates meeting.**

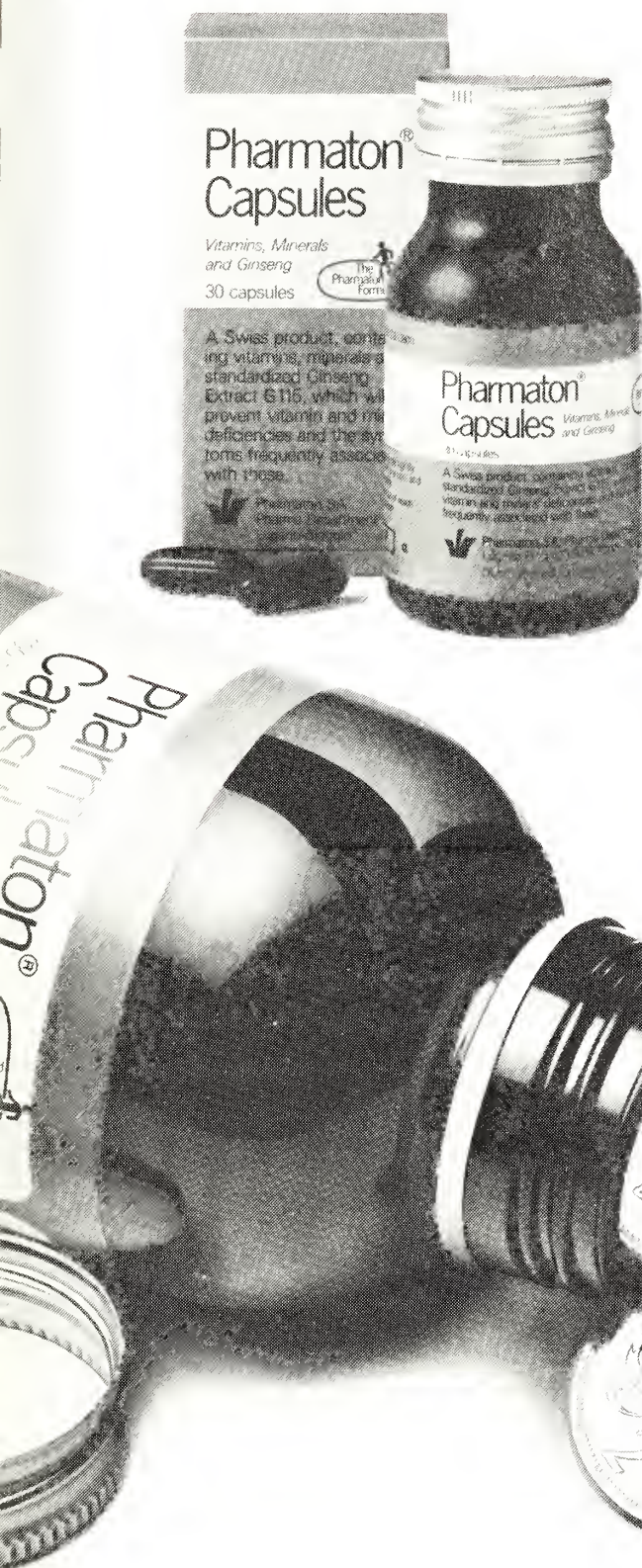
"Out of 181 health authorities surveyed by district members over the last few weeks, 110 have agreed schemes in operation which are acceptable to the membership, 68 are still negotiating," he said. "Three schemes have been refused by the management and discussions are continuing."

The agreement was costed on 50 per cent participation. "Most schemes have at least 50 per cent of pharmacists participating and being paid," Mr Brookes said.

☐ Every Guild member will have the chance to vote on any merger of parent union ASTMS with TASS. Divisional officer Dr David Bird said that the autonomy of the Guild would be unaffected by any merger.



# THE HEALTHY INCOME SUPPLEMENT.



After a twelve month period Pharmaton capsules have already proven themselves to be the fast sellers we promised you.

And with sales above expectations and a healthy profit in every jar, Pharmaton capsules are just what's needed to improve the performance of your multivitamin turnover.

We'll be giving Pharmaton even bigger support this year, with an increased budget. Throughout the first half of '87 you'll be seeing our consumer ads in the National Press and selected magazines too.

The ads will be reminding your customers about the unique formulation of Pharmaton, the leading Swiss preparation, from a country famous for its pharmaceuticals.

Fortify your multivitamin sales with the world's best selling supplement. Available from all leading wholesalers.

**UniChem**

UniChem Ltd, UniChem House, Cox Lane, Chessington, Surrey KT9 1SN  
Tel: 01-391 2323 Telex 8952745.

THE COMPLETE SERVICE FOR INDEPENDENT PHARMACISTS



by Xrayser

## Pharmacists tell all

**Pharmacists are the commonest source of information for patients on how they should take their medicines, according to a paper by pharmacists Christine Clarke and Dr George Bailie from the Hope Hospital, Salford.**

Independent assessors interviewed 154 patients to determine the type and source of information they had received after a visit to a hospital pharmacy. Most of them had been told how often to take drugs (94 per cent), and how much to take (93 per cent), but only 32 per cent had been informed about side-effects, and 22 per cent received written information.

Pharmacists told patients how often they should take their medicines (68 per cent), how much to take each time (64 per cent) and the best way to take their medicines (71 per cent).

Doctors most often gave information on duration of treatment (75 per cent), and possible side-effects (82 per cent). Few patients requested information on their own initiative says the paper, published in the *BMJ*. It concludes that more research is needed to determine how best to communicate drug information to patients.

## Inquiry call

**PSNC chairman David Sharpe has called for a national inquiry to establish how many patients are failing to take medicines because prescription charges are too high.**

In a letter to Health Minister Tony Newton, he has urged the Government to conduct an inquiry into the take-up of prescriptions. Community pharmacists are reporting that patients are turning down medical treatment because they cannot afford it, he says.

Mr Sharpe was responding to reports that the Government plans to increase prescription charges next year by more than the rate of inflation. He suggested that instead of being increased, prescription charges should be frozen.

**The Pharmaceutical Distribution Working Party** was meeting for the last time as *C&D* went to Press: its report is expected in March. Trade rumours suggest the Secretary for Social Services will be recommended to reduce the wholesale margins by 2 per cent — a cut that should result in a corresponding cut in the pharmacists' discount scale.

## The moment of truth . . .

I've always liked this phrase, implicit as it is with two meanings; the first, a sudden enlightenment — the second carrying the idea of momentum, inexorable, though not necessarily inevitable, since its path may be diverted. But whatever the niceties of phrase, the moment of truth is now acknowledged publicly by a man whose stature must be enhanced by his courage in admitting it in writing.

Alan Nathan, having discovered for himself how limited are the powers of the PSGB, is not just going to step back deprived of all his illusions, to be content to work within the system as best he can. I admire his candour in coming to this journal with his conclusions. His remarkably clear breakdown of how the Society works, its structure and various functions needed to be put before us afresh. It goes a long way to show why so many of us before him have gone in fighting and come out licked because we had no gloves.

In a way it is sad that his conclusions about the nature of the thinking of those whose means allow them to serve us on Council, while perhaps a bit uncharitable, bear more than a passing resemblance to the views of a good many like me. Of course we feel they are a bit remote from the realities of those who work on the bench, as it were. But while we may get pretty fed up with an apparent lack of urgency or even relevance with what goes on at Lambeth, Alan Nathan's description of the work done by Council members ought to bring a more understanding, if not less critical vision of what is being done in our name.

But at the end of the day, our criticisms and Mr Nathan's have validity. His suggestion that matters which are important to the bulk of the working membership should be decided by ballot is the best (and only?) feasible improvement suggested for years, given the restricted powers we have as a Society . . . Well done!

## Mild weather

How easily we forget. The sudden mild spell, with its relatively warm moisture-laden airmasses, has melted most of our snows and, if not actually turning off the central heating, has allowed folk to venture out again. The odd thing from my point of view is having done nearly 200 scripts less in January than I expected, my drug bill was higher. Without undoing the

bundles to have a closer look, I can only assume the numbers of items now reflect the substantial increase in multi-month orders. My incomplete file? Yes, slightly more on it than this time last year, which would tend to confirm that, in spite of a £4,000 increase in dispensary stock, we are still unable to supply full treatments every time. It's a pain, isn't it!

## Twin Kodaks

For twenty years I have resented the sheer arrogance of Kodak's attitude to us, so when Konica and Agfa and Fuji actually sent reps into my shops to sell me film deals which let me promote and make reasonable profits, I was chuffed no end, and gave them a warm welcome.

Eventually, belatedly, the bods at the top of Kodak got the wind up and decided maybe the chemist was worth cultivating after all, and sent strangely subdued reps to woo us back with deals very much better than before, although tied up with incredibly complicated split payments and free give-aways we had to pay for. All typical of big brother, but not entirely unwelcome, since the word Kodak is synonymous with photography.

But I am *not* overwhelmed by the latest ploy to increase their market share with the re-introduction of their VR film as a cheapie to run alongside their up-graded Gold range, since there will be no doubt about their pressure to shoehorn it onto our shelves at the very time when we thought we had got shot of it. I don't want it. I already have a most satisfactory low price film from my photoprocessor, which neither needs nor gets excessive promotion, while I can sell both Konica and Fuji on price competitive structures which still allow me a better margin than anything Kodak dreams up in an attempt to take up all my buying capacity . . .

## Testing times

I do pregnancy tests in the shop, since I am lucky enough to have a secure secluded area which is kept for special dispensing and is well fitted. Having bought a variety of slide tests I prefer the Roche one simply because I like the quality of the slide plate, the droppers, pipette and stirrers. I suppose it's because they are nicer to use. But having looked at the table of tests available, I wonder whether I should try another now my present kit is running low. Being a lazy sort of chap I would like to see the "Directaclone" slide test, since there is only one step, and the test is completed in two to three minutes. Can't be bad . . .

*Chemist & Druggist 14 February 1987*





**IF YOU HAVE A  
NOSE FOR A UNIQUE  
NEW PRODUCT,  
TURN OVER...**





## Pain relief and William Foster

The third phase in the development of Leo Laboratories Quality Care range sees the company move into the field of pain and fever relief in children.

Panaleve was acquired as part of the Wrigglesworth package in 1985. New Junior Panaleve is now being launched following extensive development by Leo. It is a sugar-free paracetamol elixir with a banana flavour for the relief of fever, headache, toothache, teething pains and feverish colds in children between the ages of three months and 12 years. Junior Panaleve is Pharmacy only with a content of 120mg paracetamol in 5ml.

The company says the tartrazine-free elixir does not require shaking before use, and is easy to pour and give an accurate dose. Sweetness is provided by sorbitol, sodium saccharin and acesulphame K. The 100ml bottle (£1.33) has a tamper evident, child resistant cap, and contains a non-spill spoon, calibrated to 2.5ml and 5ml doses. The company says the product is prescribable and a 500ml dispensing pack (£3.48 trade) is available.

The launch is being backed by a £200,000 advertising campaign. Central to the campaign is the yellow-coated red-booted character William Foster, who features on packaging and all advertising and POS material.

Advertising breaks in April and runs through to December. Magazines selected for the full colour adverts, based on the Doctor Foster story, include *Nursery World*, *Mother & Baby*, *Parents*, *Mother* and *Maternity & Mothercraft*. Space has also been taken in "Baby Bounty Book" and "Your first baby" annuals.

Other promotional material includes shelf barkers, counter dispenser leaflets, and a fold up height chart. Leo Laboratories Ltd, Longwick Road, Princes Risborough, Aylesbury, Bucks HP17 9RR.



## For dad...

Gillette shaving division is backing Blue II on national television for 11 weeks to April 5, and on radio with an eight week burst to mid April. Total spend for the brand this year is £2.3m. *Gillette Shaving Division, Gillette (UK) Ltd, Great West Road, Isleworth, Middx.*

## ...For mum...

Pond's Mother's Day promotion for 1987 offers a golden chain necklace free in every special 100ml pack of Dry Skin cream or cold cream. Outer cartons feature a sprinkling of tiny pastel flowers and special counter dispensers are available. *Cheseborough-Pond's Ltd, PO Box 242, Consort House, Victoria Street, Windsor, Berks SLG 1EX.*

## ...For baby...

LSR are introducing a latex soother into the Puretex brand, in pink, blue or white (£0.24). *LSR Baby Products (UK) Ltd, Unit 18, The Fort Industrial Park, Dunlop Way, Chester Road, Birmingham B35 7AR.*

## ...For the family!

Lever Brothers are relaunching Lifebuoy soap this month.

Lever say the brand is traditionally perceived as a toilet soap with deodorising properties and increasingly used by men. The relaunch is intended to reposition to appeal to family use as well. The white variant will now have a softer perfume.

The relaunch will be supported by a national poster campaign in April. *Lever Brothers Ltd, 3 St James Road, Kingston-upon-Thames, Surrey KT1 2BA.*

**Dana Perfumes** are introducing a handbag size cologne spray of Tabu cologne (15ml, £1.45) It will be promoted with a free phial of Herbissimo. *Dana Perfumes, 45 Crusoe Road, Mitcham, Surrey CR4 3LJ.*

## Hydrocortisone...

Kerfoot Pharmaceuticals are launching a 1 per cent hydrocortisone cream (15g) for OTC sales.

Selling-in to pharmacies has begun, in anticipation of the POM to P deregulation date for 1 per cent topical hydrocortisone preparations (expected in April).

Kerfoot hydrocortisone cream will retail at £1.46, and the normal trade price of £0.70 is reduced to £0.56 for an introductory offer of 60 tubes charged as 48, giving the pharmacist a profit on return of 56 per cent, says the company. The bonus offer is available to pharmacists ordering two outers of 30 tubes, supplied with a range of promotional material including a counter-top dispenser, advice leaflets and shelf-talkers. Details on the Orderline 061-330-4531. *Thomas Kerfoot & Co Ltd, Vale of Bardsley, Ashton-under-Lyme, Lancashire OL7 9RR.*

## ...and another

Combe International Ltd are introducing a 1 per cent hydrocortisone cream and ointment.

Both formulations will retail at £1.99, and will be supported with a £500,000 television advertising campaign. Selling-in has already commenced, say *Combe International Ltd, A.M.P. House, Dingwall Road, Croydon, Surrey, CR9 2AU.*

## Three move

The sales and marketing responsibility for Sandoz Pharmaceuticals' Trio range, transfers from Beecham Proprietary Medicines to the Sandoz OTC company, Intercare Products Ltd, on March 31. Orders for Triogesic, Triominic and Triolinctus should be placed with Beechams until this date. *Beecham Proprietary Medicines, Great West Road, Brentford, Middlesex TW8 9BD.*

## Paracodol ads

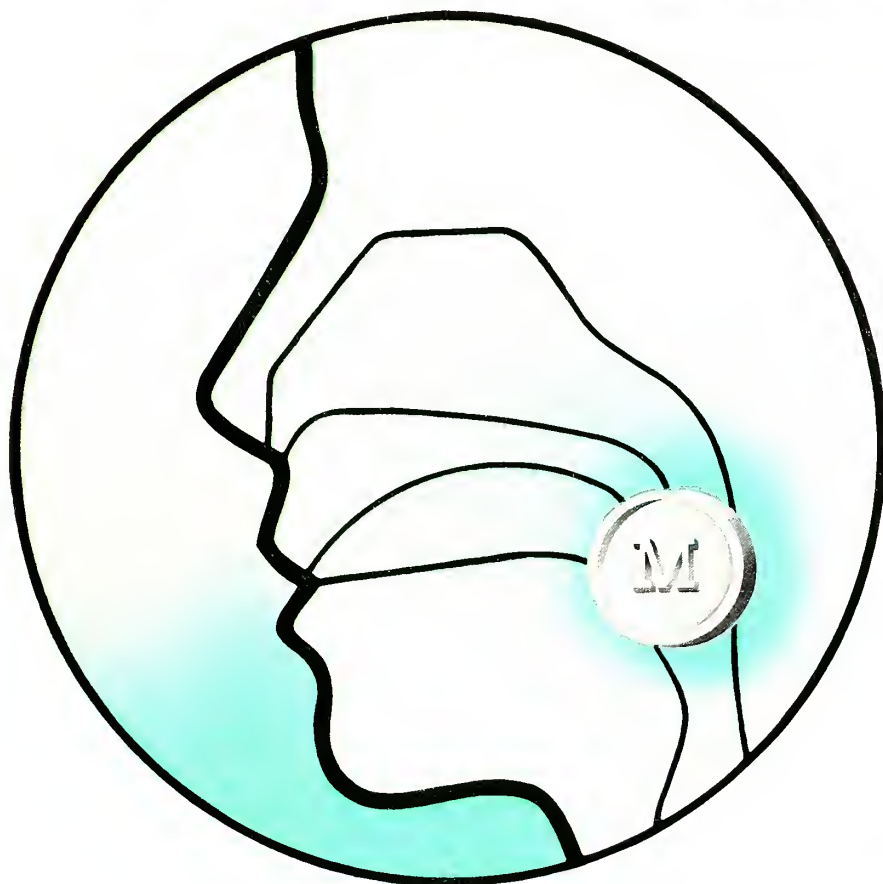
Paracodol will be advertised in 11 television regions from now until the end of April, to coincide with the introduction of a 60-pack (£2.91). *Fisons PLC, Consumer Health, 12 Derby Road, Loughborough, Leics LE1 0BB.*

**Olverum** bath oil and soap are now supplied by *Cariad Products Ltd, 227 Ebury Street, London SW1W 8UT.*

*Chemist & Druggist 14 February 1987*



RY THE MEROTHOL<sup>TM</sup> CLEAR RELIEF EXPERIENCE



# MEROTHOL CLEAR RELIEF – FAST AND EFFECTIVE

## Why unique?

Merothol Lozenges are the only lozenges to be formulated with the proven antibacterial agent cetylpyridinium chloride and menthol and eucalyptus. They are a new product from Merrell Dow, makers of long-established and proven health care products, and are supported fully by the 'Confidence in Pharmacy' policy.

## Clear Relief

Merothol Lozenges act rapidly to soothe irritated and inflamed tissues, and provide relief from sore throats due to colds. They can also be used to help in the treatment of other infections and inflammations of the mouth and throat and for clear relief.

## Recommend and Display Merothol Lozenges

Merothol Lozenges have a wide range of antibacterial activity, and are pleasant-tasting. They're suitable for adults and children over 3 years of age, and are dissolved in the mouth.



Trademarks, Merothol, Merrell, Dow

**Merrell  
Medicines**  
Confidence in pharmacy

Merrell Dow Pharmaceuticals Limited, Stana Place, Fairfield Avenue, Staines, Middlesex, TW18 4SX, England





## Poly tell a Colour Story

Warner Lambert are introducing a new permanent hair colourant, designed to be easier and cleaner to use than traditional permanent colours.

Colour Story features a special pack which eliminates the need for "chemistry set" mixing of the colourant and the developer by the consumer. The container holds both liquids, kept separate by a foil seal. Just before use, the consumer breaks the seal by pushing in a button on the bottom of the container, and then shakes it for around 20 seconds to mix the colour and the developer. The clear bottom half of the container allows her to see the colour change that indicates a thorough mix. The container also has a cap, which means the user does not have to snip off the end of the applicator nozzle, which can leave a sharp edge which scratches the scalp.

The pack also includes a strand test kit, which the consumer can use without having to mix up the main product, plastic gloves and a plastic cape. Conditioner is included within the product rather than as a separate sachet for application after colouring.

The 22 colours in the range are named after artists, and range from Van Gogh (light blonde) to Bazille (black). Display units take four of each shade with space for a shade guide and a leaflet. There are also shelf units designed to be adaptable in depth.

Warner Lambert will be spending £2m on advertising, using nationwide posters, national television and women's Press. Details of the campaigns timing will be released at the end of this month. *Warner Lambert Health Care, Mitchell House, Southampton Road, Eastleigh, Hants SO5 5RY.*

Wella are offering 25ml extra free on Stylite styling mousse and gel. *Wella Great Britain, Wella Road, Basingstoke, Hants.*

## ON TV NEXT WEEK



GTV Grampian	U Ulster	STV Scotland
B Border	G Granada	(central)
C Central	A Anglia	Y Yorkshire
CTV Channel Islands	TSW South West	HTV Wales & West
LWT London Weekend	TTV Thames Television	TVS South
C4 Channel 4	Bt TV-am	TT Tyne Tees

<b>Aapri wash cream:</b>	All areas, C4
<b>Actifed:</b>	All areas except Ulster
<b>Askit powders:</b>	GTV, STV
<b>Atrix:</b>	All areas, C4, Bt
<b>Benylin day &amp; night:</b>	Y
<b>Benylin expectorant/paediatric:</b>	All areas, C4
<b>Complan:</b>	All areas
<b>Cymalon:</b>	GTV, STV, A, LWT, TTV, C4
<b>Fisherman's Friend throat sweets:</b>	All areas
<b>Hill's Balsam:</b>	U, G, Y, TT
<b>Jif lemon juice:</b>	C4, Bt
<b>Junior Paraclear:</b>	Y, C, TVS, LWT, TTV
<b>Karvol:</b>	All areas
<b>Kleenex Velvet toilet tissues:</b>	All areas
<b>Listerine:</b>	All areas
<b>Mu-cron:</b>	STV, G, C, HTV, TSW, LWT, TTV
<b>Nivea shampoo:</b>	All areas
<b>Nurofen:</b>	All areas
<b>Optrex:</b>	All areas
<b>Paracodol:</b>	Y, U
<b>Peadouce Babyslips:</b>	Bt
<b>Redoxon:</b>	TTV, HTV, C, STV, C4
<b>Robitussin:</b>	Bt
<b>Sanatogen:</b>	All areas
<b>Simple skin care:</b>	C4
<b>Sinutab:</b>	All areas
<b>Strepsils:</b>	All areas
<b>Solpadeine:</b>	GTV, STV, BTV, G, C, A, HTV, TSW, TVS
	LWT, TTV, TT, C4
<b>Strepsils:</b>	All areas
<b>Veno's Night Time:</b>	All areas



Elida Gibbs are giving away an eye-make-up kit, comprising three shadows (frosted buttercup, deep amethyst and pale pinky-beige) and a double-ended applicator in a mirrored compact with three proofs of purchase from Impulse body spray or moisturising mousse. The kit can also be purchased for £1 with one proof of purchase. The promotion will be supported by PR activity, and Elida Gibbs are spending £4.3m on advertising the brand this year. There will also be another free flowers promotion. *Elida Gibbs Ltd, 43 Portman Square, London W1A 1DY*

## Hair piece!

March sees Numark's introduction of a new haircare range and promotion of the recently introduced disposable nappies.

The new Finishing Touches haircare range includes six different brushes (£0.79-£2.29), and by ordering a POS unit holding 36 products (£25.60 trade) the retailer can enter a prize draw to win Marks & Spencer vouchers.

Backing their disposable nappy range, a Happy Families competition, run in conjunction with Cow & Gate, involves consumers matching four babies with four mothers and completing a tiebreaker. By sending in proofs of purchases they have the chance of winning Argos vouchers.

And retailers buying 15 cases of Numark or NPA bags next month will receive a carriage clock worth £17.95.

There are consumer savings on:

Nusoft terry nappies, nappy clean; baby wipes, powder, cream, oil, bath, sponges, shampoo and lotion; feeders; nappy pads; double strength sterilising liquid; sunpure honey; bath sponges; teats; triple and marble sponges; toilet sponges; soothers and cotton buds.

Key Lines for March are:

Colgate dental cream, Cow & Gate baby meals, Dettol, Dr Whites, Elastoplast pre-cut plasters and dressing strip, Flex conditioner and shampoo, Gillette Blue II disposable razors, Johnsons baby powder, Lilets, Loving Care, Milupa infant foods, Soft & Gentle and Toni perms.

Family Care Lines include:

Bonjela, Catarh-ex tablets, Cream E45, Feminax, Germolene 2, New Skin and ointment, Germoloids suppositories, ointment and toilet tissue, Metatone, Nurofen, Optrex lotion, drops, Eye Dew and Clearline, Rennis, Setlers Tums, Solpadeine and Vasogen cream.

Choice Buy Lines include:

Andrex bathroom tissue, Atrix hand cream and lotion, Baby Fresh baby wipes, Bristows hairspray, Cow & Gate pure fruit juices, Cream Silk conditioner, Cuticura talc, soap and ointment, Ferrero Rocher, Johnsons baby shampoo, Limmits biscuits, food bars and lunch bars, Matey, Mentadent P and gel, Palmolive shave creams and sticks, Dr Whites Panty Pads, Polyint and Shademates, Robinsons nursing breast pads, Scotties facial tissues, Carnation Slender Slim range, Soft & Pure cotton wool, Silvikrin Shaders and Toners, Wella Tonique creme conditioner and mist, Whistling Pops and Chupa Chups.

*Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts.*

## Sunsilk offer

Elida Gibbs are backing Sunsilk hairspray with two money-off promotions.

The March issues of selected women's magazines will include a 20p coupon and 15p coupons will be distributed in-store through selected national outlets. And the brand will be backed by a £250,000 advertising spend in the first quarter of this year. *Elida Gibbs, 43 Portman Square, London W1A 1DY.*

*Chemist & Druggist 14 February 1987*



*A Flavour of  
things to  
come...*



*L o o k   o u t   f o r   s o m e t h i n g   n e w   f r o m*

SEVEN  
SEAS



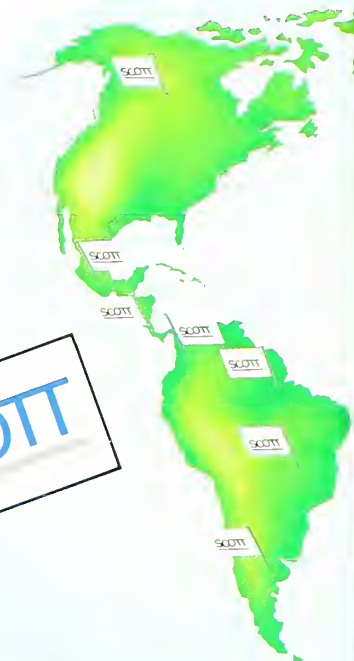
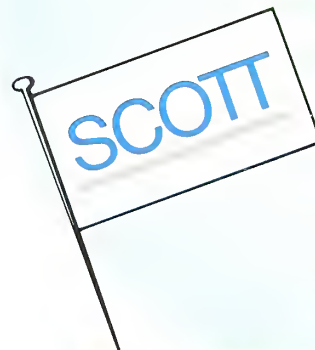
# THE BIGGEST NA



Outright brand leader, increasing to 32% share (1986).\*

Over twice the size of any other brand and growing fast, up 10-2% year over year.\*

Biggest, most consistent advertiser, spending £7 million on advertising in 1987, yet again investing more than the rest of the market put together.\*\*



No. 1 economy brand.



The Pocket Pack.



'The thirstiest kitchen towel there is.'\*\* No other brand is as absorbent.

1987 planned TV spend alone is more than has been spent on the whole category over the past five years.\*\*

Dominant brand leader, over twice the size of its nearest branded competitor and still growing.\*\*



# ME IN TISSUE.



Bigger value. Better choice. The innovator.



The value-for-money pack that's growing the market.



Scott Limited now holds 37% of the total UK tissue market.\*

Founded over 100 years ago, the parent company is active in markets serving over 1 billion people in 60 different countries, with over 35,000 employees worldwide.

Scott has built, and maintains a portfolio of major brands securely positioned as leaders of growing market sectors. Through our policy of product development, consistent quality and effective promotion, we mean business; delivering value-for-money to your customers and best-selling brands to you.

Scott Limited are responsible for the marketing and distribution of all Sancell products.

THE BIGGEST NAME IN TISSUE

# SCOTT

SCOTT LIMITED

The Baby Wipe market almost doubled between October 1984 - October 1986, stimulated by the launch of Baby Fresh.\*\*

The No. 2 brand in under 2 years.\*\*

Aiming for No. 1, through superior product quality backed by TV, specialist baby press, Bounty Bag samples and major promotion.



## For the over 40s

Johnson & Johnson are backing Empathy shampoo and conditioner with a £2m national television campaign.

Running until March 9, the new advertisement features a woman shopping in Paris, with the catchphrase: "I'm over 40 and proud of it." *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 4EA.*

## Lotta bottle!

Polaroid are offering free bottles of wine with camera purchases over £30.

Customers sending off an offer form together with a till receipt will be sent three bottles of wine. The offer runs until April 30 and is open to UK mainland residents over 18, say Polaroid.

Anyone who trades in an old Polaroid camera against a new purchase will also get a copy of the book "Wine lore legends and traditions" worth £8.95.

During the promotion the Image camera system is to be advertised on Adshel posters, and business users are to be made aware of the offer by Press advertisements in specialist and trade magazines, say *Polaroid (UK) Ltd, Ashley Road, St Albans, Herts AL1 5PR.*

## Double bubbles

Nicholas Laboratories are offering free tubs of bubble-blowing liquid banded to bottles of Matey, Miss Matey and Clown Matey, and 20 per cent extra free on Radox herbal bath salts and herbal bath, to coincide with a new burst of Radox television advertising worth £450,000 during March and April. *Nicholas Kiwi Division of Nicholas Laboratories, 225 Bath Road, Slough, Berks SL1 4AU.*

Riomist are offering three free jars of night cream with orders of two dozen of liquid soap (in a carton) and one dozen of hand & body lotion. Distributors: *Pharmodass Ltd, 98 Tokyngton Avenue, Wembley, Middx.*

## For Mickey Mouth

Gibbs are offering consumers sets of six Disney brushing calendars for six end flaps from the Signal pump dispenser.

Each calendar shows a scene from a cartoon, with silver "scratch and reveal" squares dotted across the picture. Children are encouraged to remove a square only after brushing their teeth twice a day. The calendars are designed to last up to six months to cover the period in between dental check ups. *Gibbs Dental Division, 44 Portman Square, London W1A 1DY.*

## Come on down!

Jordan are running a bonus incentive scheme for chemists offering free gifts with every order of 10 cases or more. These include personal compact disc players and hand-cut Edinburgh crystal decanters and glasses. *Alberto-Culver Co, Houndsmill Industrial Estate, Telford Road, Basingstoke Hants RG21 2YX.*

## Singular shadows

Almay are launching a new range of eyeshadows to replace their Solos range.

Singles individual powder shadows (£3.45) come in eight colours: amaretto; snowflake; indigo; fern; marshmallow; lemon sorbet; peacock and sky. Packaging is a slim-line lilac compact with applicator and foam protector, cartoned with a colour-matched label for easy shade identification. The display unit features a header card and holds both stock and testers. *Almay, 225 Bath Road, Slough, Berks SL1 4AU.*

## Bathtime on Mother's Day

Creightons are offering gift packs for both Mothering Sunday and Easter.

These include packs of three soaps, in peach, avocado and blackcurrant or strawberry, apple and tangerine (100g £2.97), packets of four bath seeds in apple or tangerine (£1.80), or talcum powder, matched with bath and guest soaps, in a choice of gentian, lavender, chamomile and apricot (£2.75). *Creightons Laboratories plc, Water Lane, Storrington, West Sussex.*

*Chemist & Druggist 14 February 1987*

## Mouth Ulcer Relief in 30 Seconds

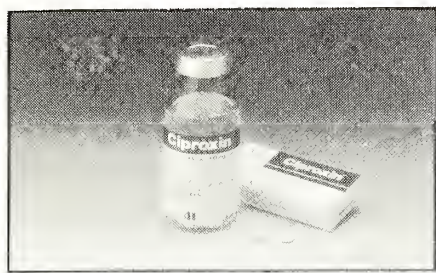
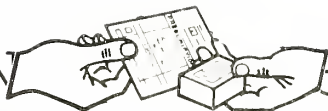
**Quick,  
Quick,  
Go.**



When you recommend Medijel to your customers you are offering relief from mouth ulcer pain within 30 seconds. Medijel is safe, totally aspirin free and is suitable for both adults and children. Which means when it comes to sales, it's a fast mover too.

**Medijel** Soothing gel and soft pastilles





## Ciproxin tabs and infusion

**Manufacturer** Bayer (UK) Ltd, Pharmaceutical Division, Bayer House, Newbury, Berks RG13 1JA  
**Description** White film-coated tablets, marked with the Bayer "cross" on one side, each containing 250mg ciprofloxacin. Clear, almost colourless to pale yellow solution containing 0.254g ciprofloxacin lactate (equivalent to 0.2g ciprofloxacin) in 100ml solution  
**Uses** Treatment of single or mixed infections. Bactericidal activity against wide range of Gram-negative and Gram-positive organisms (see last week p221). May be used for infections caused by organisms resistant to other antibiotics  
**Dosage Adult:** tablet range is 250-750mg

twice a day Gonorrhoea single dose of 250mg. Infusion dosage range 100-200mg twice daily. Bottles may be infused directly and should be administered over 30-60 minutes. Dosage adjustments are not usually required in impaired renal function, except in severe renal impairment, where daily dose should be halved. *Children* has been shown to cause arthropathy in weight bearing joints of immature animals, so not recommended. See Data Sheet  
**Contraindications, warnings etc.** Hypersensitivity. Use in pregnancy and lactating women not recommended. Use with caution in patients with convulsive disorders. Increased serum theophylline has been observed during concurrent administration of other quinolones  
**Side effects** Occasionally, local irritation at injection site, gastrointestinal disturbances, dizziness, headache, tiredness, skin rashes, pruritis  
**Pharmaceutics** Infusion is light sensitive. For compatibilities see Data Sheet  
**Supply restrictions** Prescription only  
**Packs** Tablets Foil strips of 10 in packs of

10 (£7.50), 20 (£15), and 100 (£75) Infusion Bottles of 50mg containing 0.1g ciprofloxacin (£12) and 100ml containing 0.2g ciprofloxacin (£24 all prices trade)  
**Product Licences** Tablets 0010/0146 Infusion 0010/0150  
 Issued February 1987

## Kerfoot trio

Kerfoot Pharmaceuticals have added to their generic range with amoxycillin syrup, 125mg in 5ml (£1.45) and 250mg in 5ml (£2.90), and a one litre pack of lactulose syrup (£6.57). *Thomas Kerfoot, Ashton-under-Lyne, Lancs OL7 9RR.*  
**Maalox tablets** are now back on NHS prescription. And new 100 packs will be available in May (£1.26). *Rorer Pharmaceuticals Ltd, St Leonards Road, Eastbourne, East Sussex BN21 3YG.*  
**Panpharma Ltd** have taken over responsibility for Nordex capsules (doxycycline 100mg). Distributed by: *Farillon Ltd, Ashton Road, Harold Hill, Romford, Essex RM3 8UE.*

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## No place for referenda

I feel compelled to put pen to paper in response to the articles written by my friend and colleague Alan Nathan, on the subject of the Pharmaceutical Society's Council (*C&D* last week).

Having not had a day off from my two pharmacies for more than a fortnight, apart from the three days of Council business, I was just a wee bit aggrieved to open my *C&D* to discover that I live in an ivory tower and take decisions in a vacuum. It is a pity that Alan marred what were otherwise two informative articles on the work of Council, by a few sweeping generalisations, and an argument favouring an illusory vision of perfect democracy. What perhaps he has highlighted are the difficulties that are faced in establishing effective communication between the membership and the Council. His solution to this dilemma is to replace much of today's decision-making with referenda.

I cannot agree with this conclusion. The issues facing Council are often extremely complex and, as Alan himself explains, Council members have access to far more detailed information than the average pharmacist. Furthermore, it would be almost impossible to frame straightforward questions that required "yes" or "no" answers, and any conclusions reached from low polls would be indecisive in themselves.

No, the British political system has generally eschewed referenda for very good reasons — the only two ever held were both concerned with sovereignty, and were held largely for political expediency. Instead we prefer to elect representatives to reflect our views and opinions, and Council is no different in this respect. Having done that we then expect those elected to lead the membership from the front rather than fall into step behind. That is not to say that Council members should not listen, indeed it is imperative that they should. Unfortunately communication becomes a problem when the "silent majority" fails to grasp its opportunity.

Last month I attended, in quick succession, three branch meetings — and thank you Bedfordshire, Southend and South Clwyd for your hospitality. All had quite respectable turnouts for the meetings, 30 to 40 members, 20 even in a blizzard at Southend; but where was the rest of the membership? Hard working branch secretaries (and I have been one) do a grand job and are largely unrewarded for it. They deserve better than to have only 10-20 per cent of their membership turn up, especially where they have arranged for a Council member to come and play Aunt Sally and be knocked off the "ivory tower".

No, pull the other one, Alan. I am in no ivory tower and I do not think I am out of touch. Furthermore I am willing to listen to anyone who wants to talk, but I do not see the value of being elected to rubber stamp decisions made in straw polls. Yes, I was elected to try to help lead, and that I shall do to the very best of my ability. What I will not do, is to try to lead with all the troops facing the other way.

Nick Wood  
Brentwood

# Lifebuoy.Th





## No case for responsibility

I was both intrigued and disturbed to read Mr Benjamin's letter in last week's *C&D* (p.222) clouding what he perceives as my stance over the presentation of the Northern Region's viewpoint at Conference.

I am intrigued because he speaks in ignorance of me as a person, as well as the circumstances of the *C&D* report (Jan 31 p153). In a wide ranging discussion with the *C&D* regarding the Region's "straw poll", which overwhelmingly rejected the new contract without Phase two, I stated that this may result in me having to resign, to present the Region's viewpoint, if the DHSS did not redress the imbalance in the devalued package. Mr Benjamin seems also ignorant of the fact that LPC representatives have no authority to speak for a whole region. Doesn't he know that is why regional representatives are elected? Let me also assure him that there are many capable speakers in this Region.

I am disturbed because Mr Benjamin has supposed that I wished to speak against PSNC at Conference. The chairman of PSNC knows otherwise. Few people have spent more time addressing meetings — public and professional — the media and MPs, *promoting* the new contract, than myself. Mr Region has likewise continued its support throughout. I have repeatedly said so in the Press, so while Mr Benjamin has "noted with interest" the recent *C&D* report, he has conspicuously failed to note any other reports of my views. What we will not accept in the Northern Region is the scurrilous dealing of the DHSS which so blatantly devalues agreements.

Let Mr Benjamin also note as a general principle, and without any reference to PSNC, that while we all subscribe to collective committee responsibility some of us dissociate ourselves entirely from collective *irresponsibility*. We in the Northern Region will continue to dedicate ourselves to the profession's improvement and act always in its best interests.

**A.M. Tweedie**

*PSNC Representative, Region No 1*

## 'Softly, softly' from NPA

Regarding the letter about the Consumer Protection Bill from M.H. Smith of Plymouth ("Pat on the back for Unichem," *C&D* January 31, p173). The National Pharmaceutical Association has been engaged in discussions with Ministers and officials of the Department of Trade and Industry about all aspects of the Consumer Protection Bill for at least 18 months (*C&D* November 29, 1986 p939, December 13, p1000, December 20/27, p1012, January 17, 1987, p102, January 31, p174). Our representatives have covered strict liability, safety of goods (dealt with in Part II of the Bill) and bargain offer claims (covered in Part III). Our files of correspondence are voluminous and cover every conceivable effect of this legislation on community pharmacists. Throughout our representations the Pharmaceutical Society and the PSNC have been kept fully

*More Letters on p270*

# Re-launch!

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*In this new series about people, the pharmacy profession will provide a link, but, as the name implies, it may be incidental or an integral part of the story. We start on the other side of the world . . .*

"Great Britain is great locum country," screams the blurb in *New Zealand Pharmacy*. Ross Nicholson answered an advertisement like that last February, and ten weeks later was at Putney Hospital fulfilling the registration requirements of the Pharmaceutical Society of Great Britain.

Until he left New Zealand with wife Sue Gregory, Ross, who registered in 1985, had been working in retail pharmacy in Cambridge, 60 miles south of Auckland. And retail pharmacy in New Zealand is where he wants to finish up. Plans to buy his own business were shelved for the trip.

"We decided it was buy a business or travel. We have a lot of friends over here who said: 'Come over — you'll find a job, no problem', so we made up our minds and left," Ross explains.

His friends were right. "We arrived on a Thursday, I had an interview with the Medical & General Employment Agency on Friday, and started work on Monday."

Trips around the globe are "the done thing" in New Zealand, especially in pharmacy, Ross says. "Friends reckon that over half of their classes have been over here in the last 12 months or so." After graduating and the internship year, pharmacists will work for a further year, then take off in April or May. "As for any tears when we left, my peers were expecting it, our parents knew we wanted to travel, and my boss couldn't complain — he had done the same thing in 1972."

After six weeks at Putney, Ross took seven weeks off to tour the UK. Starting with Devon and Cornwall, the couple visited places like Oxford, Stratford and the Lakes on their way to a week at the Commonwealth Games in Edinburgh.

Since August, Ross has been working for a small pharmacy chain in Kent, prior to leaving for Europe at the end of next month. Sue, who has a degree in physical education and an MA in recreational administration, was offered a job in Hammersmith, but the fixed-length contract was a problem. She has a clerical job with the Medway Health Authority.

"We didn't know how long we would stay," Ross says. "And living here gives you more of a feel for what a country is like."

## Lucky

The couple live in a flat above one of the company's shops in a Kent village. Ross thinks he has been lucky. "They are a good crowd to work for," he says. "Some of our friends have had problems, particularly when working for non-pharmacists."

Londoners may take the West End for granted; when you come from New Zealand you see it in a different light. "We don't get shows in New Zealand," Ross explains. "Back home, if you want to see 'Cats' you have to get on a plane to Sydney. We get tickets for the

## UK — A great place to go walkabout

**The Grand Tour of Europe used to be a fundamental part of a young English gentleman's education. But these days it seems you are more likely to find men and women from Down Under postponing their careers to see the sights. C&D talked to New Zealand pharmacist Ross Nicholson, who has done just that.**

theatre every three or four weeks, and we want to fit in the ballet and the opera before we go."

Visiting the UK doesn't just mean trips to historical monuments either. "We've been to Wimbledon and a first division soccer match too," Ross says.

They plan to be in Europe for four and half months, travelling around in a Volkswagen van bought for the purpose. A provisional route takes in France and Italy on the way down to Greece, returning through Yugoslavia, Austria, Switzerland, Germany and the low countries.

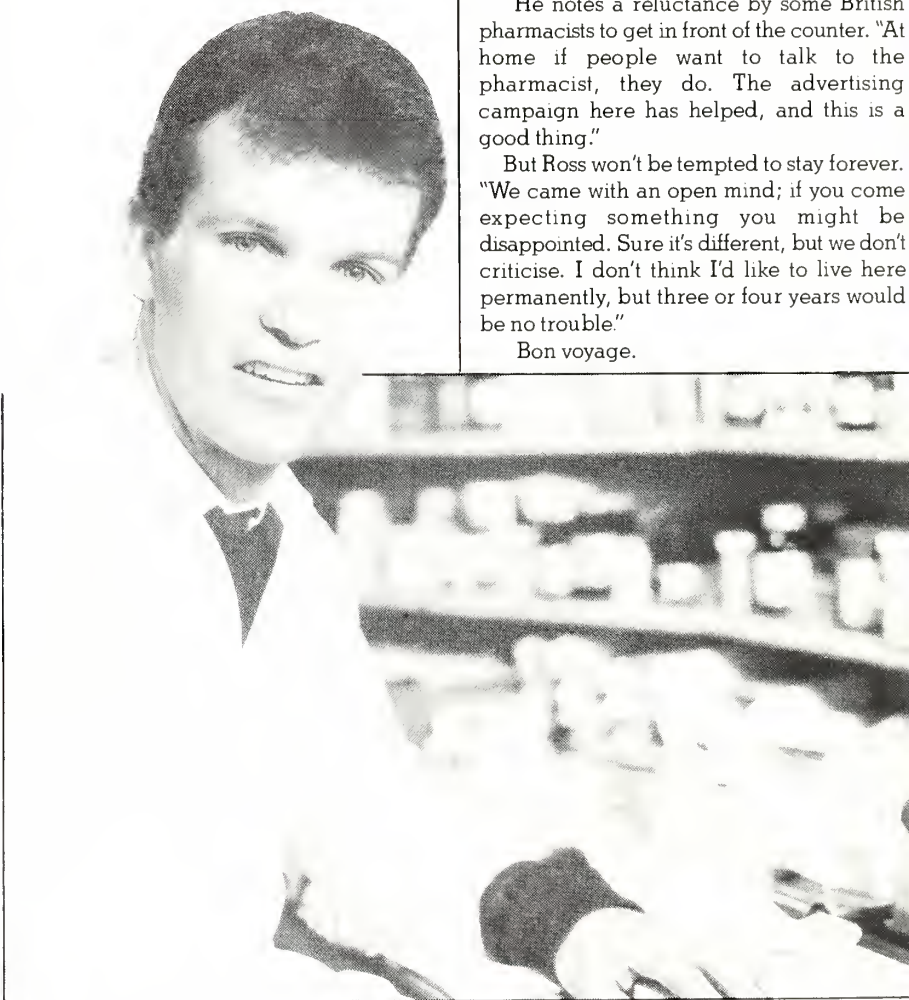
"We are coming back for a month and then plan to go back down to Greece and Turkey for October. "We will decide then whether we want to go home or stay another Winter," Ross says. "Whatever we do, I would like to go through Asia on the way home." America can wait for a few years.

When they do get home, saving to buy a business will be a priority. The New Zealand system has, he believes, certain advantages. "A pharmacist can only have an interest in one business. One man, one business means a pharmacist is well-known by the community, which is not always the case here," he explains.

He notes a reluctance by some British pharmacists to get in front of the counter. "At home if people want to talk to the pharmacist, they do. The advertising campaign here has helped, and this is a good thing."

But Ross won't be tempted to stay forever. "We came with an open mind; if you come expecting something you might be disappointed. Sure it's different, but we don't criticise. I don't think I'd like to live here permanently, but three or four years would be no trouble."

Bon voyage.



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# Selling sundries: Is it a gift?

Pair of tweezers, manicure set, hairbrush, pair of tights, cuddly toy . . . no, not a list of prizes on a game show, but a selection of the merchandise on any chemists sundries list. How to bring them all together? — read on . . .



## Fishing for the right formula

C&D gets a few tips on sundry selling from Kingfisher Sales

**G**o and take a look at your sundries stock. Do you fancy cuddling any of those products? And if not, why not?

Of course, you may find the emery boards appealing; there's no accounting for tastes. But the most huggable sundry you're likely to find will probably be the famous Cuddly Toy. If there isn't such a creature on your shelf, Robert Wain of Kingfisher Sales would like you to make room for one soon. In his opinion, they should appeal to the chemist's head as well as the heart.

"Some retailers only buy in gifts such as soft toys ready for the Christmas rush. They're missing out on a whole lot of trade. This is a line which is in demand all year through; after all, you have birthdays, anniversaries, Christenings . . . and they're not really a line for supermarkets, which concentrate on day-to-day household items people know they want". Soft toys are not just extra baby-care items, he insists. They're gift "collectables" for teenagers and adults, and as such appeal to a far wider

market.

Mr Wain runs Kingfisher Sales from a converted house in Tunbridge Wells, shared with a variety of furry pandas, dogs, cats and teddy bears — not to mention the other ranges of cosmetic and baby accessories. Kingfisher used to be part of Wains — run by Mr Wain's brother — which now deals only in pharmaceutical packaging. The separation came about, he says, because of the demands of the sundry goods side — which includes own brand baby products under the Chubby Cheeks label, and Elegance manicure items.

The company believes in playing up the gift element of the accessories market — a particularly useful theme, Mr Wain maintains, for independent pharmacies. "They're an impulse buy, which people will see when they're waiting for a prescription to be dispensed — 'So-and-so's birthday's in a fortnight, I'll get something now'." And they're also personal products which take careful choosing. Customers are used to

coming for advice in a pharmacy, in a friendly atmosphere. That's much more encouraging than the supermarket style which is based on 'serve yourself, and sort yourself out'."

Kingfishers have about 1,000 independent pharmacy accounts; and the lines sold to chemists are not sold to drugstores. "Pharmacies have such a good traffic of customers coming in for medicines, relying on them being open for long hours. They must maximise that potential". And the way to do that, he insists, is with inventive and eye-catching display. "Because of the pharmacist's training and role, the medical side of the business is naturally often uppermost in the mind. But sales staff must be taught to go out with the right approach, and give plenty of attention to the look of the items. The products should be used in window displays as well, to give colour and variety".

The baby range includes nursery sets, nappies and clothes; as Mr Wain puts it:



"We wanted to offer chemists a chance to compete with the Mothercares of this world. Obviously, they can't do what the big stores have done, but it gives them a chance to get in on the act at realistic purse prices". Most of the accessories range comes at around £1.50.

One line not carried by Kingfishers is jewellery. "It needs a great deal of specialised attention to keep up with a very rapidly changing market," Mr Wain explains. "But it can be done, and retailers can do well out of it". — a view he also holds of other accessory lines such as manicure sets, toilet bags and hair decorations. "There are very good margins to be had here for very reasonable prices — especially with supermarkets and drugstores putting on the pressure with prices". And at the same time, the soft toys sector can beat department store

prices at the chemists, but give you a nice figure to ring up on the till each time — "Rather than just a 50p bottle of something or other."

Though varied, these items need never be out on a limb, in his opinion. "If you bring them in alongside regular beauty products the connection is obvious. Someone buys



perfume or soap; why not a nice bag or flannel to go with them? And the margins will be healthier than on, say, hairsprays — which sell an awful lot, but suffer from market penetration".

New ideas for 1987 include an addition to their hot water bottle range: paisley-covered, for men. Like this, Mr Wain hopes to bring in a gift angle to the most practical items. His firm doesn't quite distribute nationwide — "but we're working towards it"; and he believes in the advantages of a smaller, specialised outfit as opposed to the giant wholesalers carrying sundries almost as an afterthought.

Certainly, his company has been busy; at the end of January, he told us the Christmas rush "hasn't stopped yet". And if it does, Mr Wain is sure that Cuddly Panda will be ready to come to the rescue.

## Show a leg!

**That's the message from Britain's hosiery manufacturers, who reckon chemists are missing out by not stocking up on fashionable colours and patterns.**

The hosiery market has undergone something of a revolution in the past few years. Women no longer settle for "leg coloured" tights with everything. Hosiery companies are producing tights and stockings in all colours of the rainbow, patterns range from the sublime to the ridiculous, and anybody who's anybody is wearing them — Princess Diana wore bows on her stockings long before Fergie had them in her hair.

Unfortunately all those coloured legs walking in and out of their shops seem to have passed many pharmacists by, according to the hosiery manufacturers. Managing director of newly-formed Focus on Legs Dave Hawkins reports that there are still a lot of chemists missing out by stocking only the cheapest basic lines. "Chemists have an ideal opportunity in this market because the other lines they stock, such as cosmetics, perfume and jewellery, mean the target consumer is already coming into the shop," says Mr Hawkins. And hosiery is also an area where chemists can retrieve some of the sales they've lost in the hair and skincare markets to grocery outlets. "Chemist shops are conducive to browsing, and to impulse buying. A customer will take time to select a special pair of tights, or something she hasn't tried before, whereas in the supermarket she's more likely to be looking for cheapness and she wants to get in and out of the shop as quickly as possible", says Mr Hawkins.

Chemists can take advantage of the situation, he says, by merchandising tights near to jewellery and cosmetics, and by

combining these products in display — for example, evening styles could be set out with jewellery and perfume, to prompt the customer who's looking for an eyeshadow or a lipstick for a special evening out.

Focus on Legs offer five product ranges, with colour and patterns updated twice a year. Exclusives (£3.99-£6.99) includes lacy topped stockings and tights with a knitted in lace brief, in black or white. Nights Out (£1.99-£3.99) is an evening range in black or midnight blue. Emilio Cavallini is a designer range (£2.50-£4.99) comprising fashion patterns in eight colours. Flash Legs (£0.89-£1.99) carries classic patterns as well as seams and fun styles such as numbers. Finally, Why! is a range aimed at the young market (£0.85-£1.75).

Lost opportunities are also pinpointed by Pretty Polly group product manager David Williams. As well as being slow to take up the wide range of colour and patterns, he says chemists have failed to take note of the huge rise in stockings sales, especially among the under-24s. "Stockings now take 14.5 per cent of hosiery sales. Around 40 per cent of this figure are purchased by women under 24, and 26 per cent of the shoppers in chemists fit into this age group. Young girls no longer see them as something mother used to wear, but as a fashionable and glamorous accessory."

Support hosiery is another growth area, according to Pretty Polly, and work on making their own range more fashionable will continue this year. The company is also repackaging its standard ranges and



**Pretty Polly's sheer diamonds...**



**...and hearts**

introducing POS colour swatches.

Last month's freezing weather brought a warm feeling to Bear Brand — both ladies and children's ribbed tights sold out within hours of the snow falling, say the company. Managing director Alan Cotton agrees that the main opportunities are coming from fashion, and claims that in fact chemists are now taking market share from department stores. So, if you're not stocking stockings, patterns and colours, pull your socks up, put your best foot forward and hold tights!





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## So long, salon! Denman's in town

A touch of nostalgia comes from the professional haircare world to the chemists' sundries shelves this year.

Denman's brushes and combs, now emerging from behind salon doors, include

the old '50s be-bop brush — now called the "Twister" and aimed not so much at the Brylcreem Boys as girls with short crops and . . . well, Brylcreem Boys; the '80s version.

As well as the Twister — a pocket-sized shampoo and massage brush in black, white, red and blue (£0.55) — the Denman range includes a new Freeflow 2000 brush, tunnel vented to let hot air flow inside (£1.99); the Noir range, with rubber pad and nylon pins in black or white (from £2.25) and mousse combs (£0.59).

And Spring is in the hair — their words, not ours — with a Denman joint promotion, with Elida Gibbs. From May, each Elida cream silk conditioner variant will have a free on-pack offer of a Denman brush. *Denroy International Ltd, Denroy House, 85 Brighton Road, Surbiton, Surrey KT6 5NX.*

Back to the '50s with Denman

## Getting into Westminster

The Westminster Collection isn't just what you hear on your radios during Prime Minister's Question Time. It's now also a collection of seven ranges by Valencienne, carried by Addis, each one consisting of a number of sponge and cosmetic bags and other items, along with a selection of body care accessories. These include sponges, soap boxes (back to Question Time?),

flannels (no comment) and hair brushes. Retail prices range from £1.75 for a plastic purse clasp to £4.15 for a big cosmetic bag.

And Addis have given their Hairdresser range a new look — the brushes now have a silvery-grey and blue livery, and are complemented by a collection of six hairbrushes and 11 comb styles, called — naturally enough — Addis. *Addis Ltd, Brushworks, Herts.*

## Stick to it

Original Additions are planning to push their "Stickers" press-on nails with advertising in the women's Press at the end of the year. They herald this as a move into the colour cosmetic market, and the company intend to launch further colours and "keep in step with seasonal and fashion influences." A new display unit will be available. *Original Additions (Beauty Products) Ltd, 1 Elystan Business Centre, Springfield Road, Hayes, Middlesex UB4 0UJ.*

A brush-up for Addis' Hairdresser range



## Oh mum!

For those "Something to keep the kids quiet while I finish my shopping" requests, Laughton & Sons produce a range of children's hair ornaments priced from £0.25. Shown above are two of the latest additions to the range.

## Putting more on top

It's a hairy market, sundries, and that's a good job, say "sundriesmen" Landaw & Co. "The independent chemist has always fared well in this area, particularly with hair decorations, which are very often an impulse purchase", is the Landaw message.

They hope to set off that impulse with two ranges: Little Madam, for younger children, and Magic Moments for the teenage and adult buyers; this includes brushes, combs and hairgrips as well as decorations. Other ranges carried by Landaw include scissors, tweezers and beauty accessories. *L. Landaw & Co Ltd, Second Floor, Unit 5, Marlborough Industrial Estate, 25 Lattimore Road, St Albans, Herts AL1 3XL.*

## Match-making...

Chemists, co-ordinate! — is the message from more than one supplier of sundries this year. And, not surprisingly, each one happens to have a range which provides the one-brand look.

Rand Rocket's advice is to avoid "fragmenting the impact across a variety of nondescript brands". They claim the Good Grooming range of manicure accessories, hairbrushes and combs, and cosmetic brushes, was the first manicure collection to be nationally advertised. Also on the Rand Rocket sundries list are four ranges of hot water bottles, and coloured emery boards. *Rand Rocket Ltd, ABCare House, Walsworth Road, Hitchin, Herts.*

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### Punch take a shiner to chemists

Aiming for a direct hit on the chemist market this year are Punch Sales, now represented to pharmacies by Link Brokerage.

Product manager June Betchley explained that by offering special "starter packs", the company hopes to encourage chemists to explore product areas they perhaps haven't considered before. Among the products on offer are multi-purpose fabric dyes, insoles, Italian designer tights,

and the Mista Hijeon range of specialist homeware products.

"Link offer us the benefit of national sales coverage, in conjunction with wholesalers," says Mrs Betchley, "and we have a market support programme geared to stimulate sales through chemist outlets, once a viable distribution base materialises." *Link Brokerage (DSPD Ltd), Colman House, Station Road, Knowle, Solihull.*

### A place in the sun

Britain's chemists rairdancing in the High Street — that's what Solarium Services would like to see.

They manufacture protective goggles for sunbed users (£0.99), sunbed cleaning concentrate (£5.06), tanning blankets, which reflect UV rays (£4.55), UVA tanning lotions (Solartan £3.99, Hawaiian Gold £4.99) and a make-up remover suitable for use before going on a sunbed. Chemists have been slow to pick up on sunbed sundries, say Solarium Services, despite the fact that the company believes consumers see pharmacies as the obvious place to go for these items.

### A watchful eye

Eylure hope to keep a protective eye on pharmacists this year. In their words: "With the ever-increasing number of large drugstores and department stores we are determined that the independent chemist should not suffer".

In 1986, chemists took 4 per cent of Eylure brand products, which are mainly manicure aids, and the company aims to keep this steady with their two new products: the Everlasting emery board and the 3-step nail buffing board, to be used without cream, introduced this month. *Eylure Ltd, Grange Industrial Estate, Cwmbarn, Gwent NP44 3XR.*



### These could be 'andy...

Fergie, take a bow — your fashion trademark is hitting the chemist's shelves, courtesy of Mary Quant haircare. Distributed by Laughton, the range includes combs and slides as well as those famous bows, with new shades and styles for Spring shown above. Laughton also distribute cosmetics bags under the Mary Quant banner.

### Be a sport

Seton take a sporting view of the sundries market. They produce Prosport — a range of sports healthcare products, consisting of knee, ankle, wrist and elbow supports, cricket and athletic supports, and embrocations. These are distributed into the chemist trade by Seton's sales force, and are directed primarily at the sports-participating 15-35 age group. *Seton Products Ltd, Tubitan House, Medlock Street, Oldham.*

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### Chameleon's new looks

There are more colours from Chameleon this year with three new ranges of make-up and shaving accessories. A collection of cosmetic brushes with white handles and hair in blue, purple and pink comes in a black wallet retailing at around £7.16; and a set of 10 sponge applicators comes at about £1.35. A range of coloured shaving brushes retails at around £2.36 each — for brushes in blue, pink, brown, purple and red; and in the same colours are blusher brushes at about £1.36. *Chameleon Cosmetics, Stern Lane Industrial Estate, New Milton, Hampshire.*

### All done with mirrors

This month's Birmingham International Spring Fair turned into vanity fair for Lin Pac Products. They launched their repackaged vanity and cosmetic mirrors there, taking the chance to show off some pedestal mirrors with jewellery trays, and make-up mirrors with attached cotton-wool dispensers. Other gadgets designed to make beautifying a bit easier include a soap box, toothbrush case, and haircare valet. *Lin Pac Consumer Products, Viaduct Works, Crumlin, Newport, Gwent.*

### The sundries ball

Are you missing a slipper? Paul Murray, who runs a wholesaler company in Eastleigh, thinks chemist sundries have long been considered "the Cinderella of the chemist trade." But lately — during the last decade — they have brought important profits to the retail chemist, he believes. As proof of the growing market, Mr Murray offers his own firm's expansion over ten years, from a regional supplier to an importing, computer-controlled business. And generally, he notes "major developments in the packaging, presentation and display of sundries items." *Paul Murray Ltd, School Lane, Chandlers Ford, Eastleigh, Hants.*



### The theme tune

Pick a theme, any theme ... Well, any theme to suit your sundries, that is. Then bring in some complementary products and you're away. Antiference, Bel Products division make Campus picnicware, and suggest a holiday theme including picnic cutlery along with travel products; or a baby theme bringing nursery sets in line with baby foods. *Antiference Ltd — Bel Products Division, Bicester Road, Aylesbury, Bucks.*

### Face the fashion

Unichem report sales of over £5m in counter sundries for 1986 — an increase of 25 per cent on last year.

They carry over 1,500 lines in their sundries range, which they say are constantly reviewed and changed as necessary. The fashion element to many of the lines means that new products are often added.

The sundries service is operated from the Unichem Sheffield depot. Orders received from members are passed on by the local branch to Sheffield; delivery is guaranteed within seven days of the order being placed. *Unichem Ltd, Unichem House, Cox Lane, Chessington, Surrey.*

### Clean up the town

If any of your customers look as if they take upmarket baths, perhaps you should be watching Avoca in the future. They're aiming for the upmarket bathroom sundries sector this year and the chemists are key retailers: at least 90 per cent of Avoca's home trade sales go through chemists, says the company. *Avoca Pharmaceutical Products Ltd, 25 Park Road, Faringdon, Oxfordshire SN7 7BS.*

### When did you last see Mavala?

The display's the thing, according to Mavala of Switzerland. They advise chemists — who take about 60 per cent of their distribution — to make the fullest possible use of any display material, including leaflets, which should not only sit on the counter but also accompany products into customers' bags. Mavala plan to show off their nail and handcare products and the Eye-lite range at more than one trade exhibition this year. *Mavala Laboratories Ltd, Sevenoaks, Kent TN13 2HU.*

### All and sundry

Vestric's tip for the matching miscellanies is Beauty Shapers, their range of manicure, cosmetic and hair care products. According to marketing manager Alan Turner, "Independent pharmacists are constantly looking for product ranges which will generate more than the usual profit margins — and most sundries do offer such margins". Using only one brand name gives the pharmacy a united front, is his belief. Another word of advice from Vestric is: keep an eye on your surgicals back-up supply. *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.*

### A gift for selling

Picking up on gift-orientated sundries could be the profitable alternative to trade lost to drug stores, claims Ms Harris of Jeanne Harris wholesaler: "We feel that our methods of distribution, which do not demand high stock levels but provide a broad based variety, enable the retailer to maintain a higher profit margin".

Plans for 1987 include the introduction of soft toys and fashion novelties for the teenage market; as well as supplying to more pharmacies generally. Jeanne Harris operate from a mobile showroom which "calls, show and delivers" — but which luckily does have a permanent address: 16 Kendal Parade, Silver Street, Edmonton, London N18 1ND.

## INSTEAD OF INVESTING ALL YOUR MONEY IN MEDICAL STORES-INVEST JUST A LITTLE OF IT IN OUR DELIVERY SERVICE...

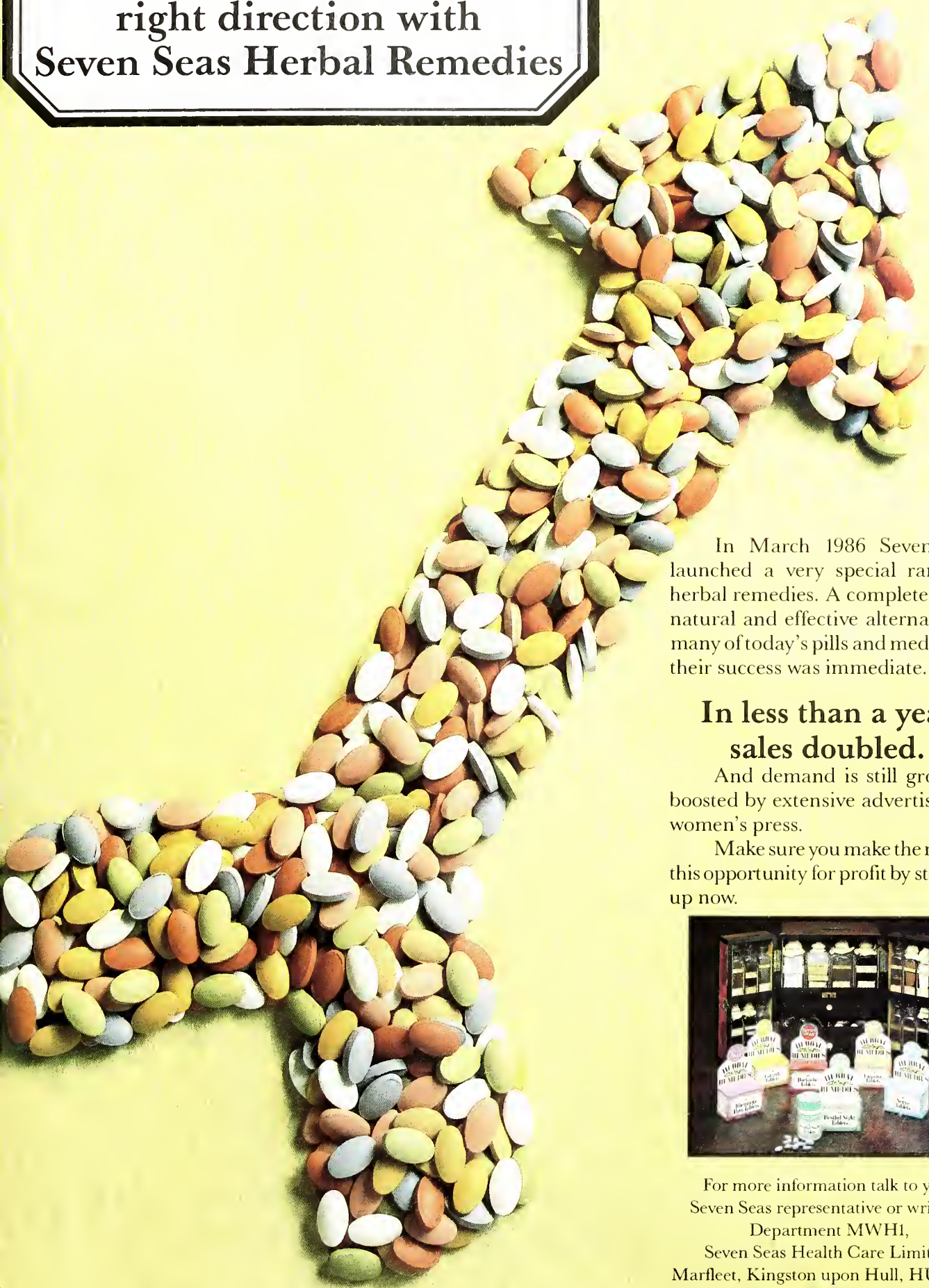
Orders can be placed on a daily basis — even small orders. And that avoids heavy capital commitment and helps cashflow. For generic and DHSS Approved PI medicines.

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Seven Seas Health Care Limited,  
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## Take good care of yourself naturally





# DHSS to hear of fears over 'small' pharmacies

**The Pharmaceutical Society's Council is to express concern to the Secretary for Social Services about the small size of some premises for which registration as pharmacies has been sought.**

At this month's Council meeting it was reported that an application had been received to register a pharmacy in a surgery used by two doctors. The proposed site had a separate entrance and both internal and external hatches. The total area of the pharmacy was 8ft by 4ft 4in. The Society has no power to refuse registration of premises provided the application is made as prescribed.

The Committee recommended that a letter be sent to the pharmacist applicant, and that a Society's inspector should visit the premises and report after registration. **Pharmacy practice subcommittees.** The Society's Scottish Executive has accepted that the Society should be the nominating body for the non-contractor pharmacist place on pharmacy practice subcommittees in Scotland.

The Society's branches, regional pharmaceutical officers (and CAPOs in Wales), heads of schools of pharmacy, the Association of the British Pharmaceutical Industry and elected members of the Society's Industrial Pharmacists Group Committee have been asked for nominations for non-contractor pharmacist posts on pharmacy practice subcommittees by the middle of February.

The Association of Pharmaceutical Officers regretted that it had not been consulted and was anxious for a more formal part in the procedure. However, although Council agreed that DPhOs might well have a role to play it had not generally supported any request to other organisations to submit names. RPhOs, CAPOs and branches would no doubt submit names of DPhOs. The ABPI was an exception because there were pharmacists in senior positions in the industry and ABPI who were not associated on a day-to-day basis with the Industrial Pharmacists Group, and who might therefore be overlooked if the ABPI were not approached. There would be nothing to stop any organisation submitting names.

**Hospital supplies.** Council agreed that a letter should be sent to the director of procurement for the NHS (Mr T. Critchley), emphasising, among other things, the importance of the pharmacist in decisions on professional aspects of the

procurement of pharmaceutical supplies.

A report from MMM Consultancy Group on re-organising the pharmaceutical supplies function in the NHS hospital service recommended adoption of regional "short-line" pharmaceutical stores for fast-moving, high-value lines, with most other products obtained from a "prime wholesaler".

It was agreed that the letter to Mr Critchley should emphasise that the responsibility for the control of all pharmaceutical activities within the scheme would lie with pharmacists. The management structure should not compromise that responsibility with regard to the quality of pharmaceutical products, the acceptability of the sources of such products and the conditions of storage and distribution. While others had a responsibility for such matters as tendering and price negotiations they should not have authority over pharmacists' professional decisions.

**Hospital dispensing.** The Society is to ensure that, should a hospital need to use community pharmacy services because it cannot maintain a full pharmaceutical service, then all the pharmacies in the area should have a chance to participate.

The community pharmacy subcommittee discussed a report that a district pharmaceutical officer had written to all contractors in the area inviting them to provide a pharmacist to work within the hospital or to contract for the dispensing. One pharmacy had been chosen. Prescriptions written during a weekly session at the mental day unit were collected by the pharmacy and dispensed items returned later. The prescriptions were written on form FP10 (HP) but were not issued to the patient, being collected directly. The arrangement was temporary to cover staff shortages.

The subcommittee was convinced there would be serious implications for the pharmaceutical service if such schemes proliferated. Council agreed that a letter should be sent to the DPhO urging that all pharmacies in the area be allowed to participate in the collection and delivery scheme.

**Medicines leaflet.** Consideration is being given to the production of a leaflet on the safe use of medicines and the role of the pharmacist, for use in the "Health care in the High Street" display stands. Council agreed that the Society should pay up to £6,000 (a third of the estimated cost), provided that other pharmaceutical

organisations were prepared to meet the balance for production and distribution.

**Medicines withdrawal.** The Society is to take further action to try to ensure that the profession is informed as early as possible about the withdrawal of medicines from the market. Although Riker were to be congratulated on their prompt mailing to pharmacists about the Dorbanex withdrawal, some had not received it, possibly because the company had used a mailing house which did not have an up-to-date register of premises. Concern was also expressed that the Society had not been formally informed in advance by either the Department of Health or the company, which had caused problems in advising members.

Council agreed that discussion should be held with the Committee on Safety of Medicines to try to obtain earlier information on product withdrawals. It was agreed that a letter should be sent to the ABPI and the PAGB asking that the Society be included in future mailings.

**Nurse prescribing.** Representatives of the Society are to meet representatives of the Community Nursing Association of the Royal College of Nursing to discuss the response to the Cumberlege report on community nursing, with regard to the possibility of nurses being given limited prescribing rights. The meeting had been requested by the CNA.

**Pharmacy week.** A working party is to be set up with other pharmaceutical organisations to produce proposals for a National Pharmacy Week to promote community pharmacy services.

**Best shops in town.** The Society is to object to the involvement of pharmacies in a "best shops in town" promotional scheme because it might help to create an "invidious distinction" contrary to paragraph 7 of the Code of Ethics.

**Algipan promotion.** The Society is to write to Wyeth Laboratories and Age Concern to express disapproval of a promotion in which Wyeth undertook to make a donation to Age Concern for sales of Algipan. While the need to support such charities was laudable, the Ethics Committee felt that the scheme detracted from the pharmacist's discretion to provide the correct treatment for a patient and the scheme was contrary to paragraph 1.8 of the Code of Ethics.

**Warning on CDs.** Warning letters are to be sent to the superintendent pharmacists of two pharmacy companies about the dispensing of "repeat" prescriptions for Tenuate Dospan in which the prescription was dispensed and returned to the patient for further repeats. Repeats are not allowed for Controlled Drugs, and CD prescriptions should be retained in the pharmacy for two years.



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## Lincoln AIDS seminar

Further to our letter published on January 10 (*C&D*, p56) — The action of our regional pharmaceutical officer Tony Furber has produced results.

The first of a planned series of educational meetings for pharmacists took place in Boston this week. The second will be on Sunday, February 22 at the Robin Hood Hotel in Newark, starting at 10.30am until mid afternoon.

Speaker Bill Nellis has been working in the area of drug abuse and AIDS for a

number of years and is currently the AIDS/drug abuse education officer for the Terrence Higgins Trust: he is extremely enthusiastic about our potential role in AIDS education.

We appeal to all pharmacists to attend — the problem may not have touched you or your area yet but it would seem inevitable that it will.

A light buffet lunch will be provided: we are grateful to the Leeds Branch of Unichem for some financial assistance. To assist us in planning, would those intending to attend ring either A.H. Foster on 0522 702283 anytime, or M.H. Van der Colff 0623 742486 on shop hours.

**A.H. Foster**  
Lincoln

## Support for optimum diet?

I was surprised to read your uncritical review of an apparently uncontrolled study of a small group of volunteers subjected to changes in diet and vitamin and mineral supplements.

There was, apparently, no placebo control and the parameters measured (energy, memory, well being, alertness, alleviation of a wide range of common complaints) were highly subjective. Under these circumstances the reported results are probably worthless, yet you perpetuate the claim of the study organisers that "the results support the view that vitamins and minerals, when provided at optimal levels, do far more than prevent overt deficiency diseases".

**'Softly, softly' from NPA**  
*Concluded from p253*

informed and have been totally supportive, both in discussion and practically.

As the Consumer Protection Bill goes through its Committee Stage in the Lords, a number of NPA sponsored amendments are being debated and we have already had some very useful assurances from DTI Ministers about the position of pharmacists under a strict liability system. Other amendments have been discussed with Peers and Members of the House of Commons, and will undoubtedly be tabled at Report Stage in the Lords or at an appropriate point when the Bill comes to the Lower House.

Mr Smith and his fellow Unichemists may be assured that their interests are constantly being looked after by the "various professional bodies"; our accompanying song and dance may not be as strident or flamboyant as that performed by others!

**Tanya Turton**  
NPA Press and publications officer, NPA

On the face of it, the results support no such claim and the unquestioning publication of such a study does no credit to the *C&D*.

**R.J. Tomlinson**  
Wilmslow

*C&D* decided to publish the results of the study to draw subscribers' attention to the growing interest in nutrition as a means of maintaining optimum health. The fact that we published the results does not mean we condone them, any more than reporting views on other aspects of "fringe medicine" means we support them unreservedly. We believe that pharmacists, as suppliers of vitamins and minerals, should be made aware of developments in this area so they can make their own well-informed, professional judgments and advise their customers accordingly — Editor.

## It's your move, chess persons!

The British Pharmaceutical Chess Congress has lost its sponsors but I want to tell all pharmacists and those who work in pharmacy, that we still hope to hold the tournament at Easter.

We still have the trophy previously competed for, and the free loan of sets, boards, clocks etc. The only cost to competitors will be travelling and hotel expenses. It's being held at the Hotel Portland in Chesterfield, Derbyshire, close to the M1 and the main railway and coach routes. The management have offered us a complete package which includes bed and all meals and playing facilities at £93 per person, which will cover Saturday April 18 evening meal, to Tuesday April 21 lunch.

Anyone interested, contact me at 112 Birley Spa Lane, Sheffield S12 4EJ, or phone 0742-484043.

**Ian Potter**  
Sheffield

## Folic problem

The Department of Health says it has been informed that some retail pharmacists have been refusing to sell products like **Pregnavite Forte F** over the counter, believing them still to be POM.

The Department would like to remind pharmacists that the maximum daily dose for folic acid was increased from 200 micrograms to 500 micrograms from April 25, 1986, with the result that a number of iron and folic acid preparations ceased to be POM. The Department identifies as Pharmacy medicines:

Fe-cap Folic, Fe-tol, Fefol-vit, Fefol Z, Ferrocap-F 350, Ferrocontin Folic Continus, Ferrograd Folic, Folex 350, Galfer FA, Givitrol, Irolol C, Pregaday and Pregnavite Forte F

A spokesman for the DHSS told *C&D*: "As soon as the POM Order is changed the status of those products is changed." He said the labelling Regulations give six months for on pack changes, but POM labelled packs were still in circulation.

*C&D* Price List will be amended accordingly.

## PL(PI) Licences

The following PL(PI) has been notified to *C&D* since the June 28, 1986 supplement.

**Aeropax (International) Ltd, trading as Stephar BV**

PL/4259/0204	Corlan Pellets	Hydrocortisone sodium succinate BP 3.535mg = 2.5mg base
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**Global Pharmaceuticals**

PL/0576/0031	Adalat 5mg	Nifedipine 5mg
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**Munro Wholesale Medical Supplies Ltd**

PL/3243/0102	Adalat 5	Nifedipine 5mg
PL/3243/0120	Imuran	Azathioprine
PL/3243/0121	Gaviscon liquid	Sodium alginate 500mg, Sodium bicarbonate 267mg, Calcium carbonate 160mg (GSL)
PL/3243/0124	Triludan suspension	Terfenadine 30mg

**M&A Pharmachem Ltd**

PL/4077/0032	Ventolin inhaler	Salbutamol BP 0.129% w/w
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**Spectrum Marketing**

PL/3787/0065	Brufen 400mg tablets	Ibuprofen 400mg
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**Whitworth Pharmaceuticals Ltd**

PL/4423/0081	Seloken Durettes	Metoprolol tartrate 200mg
PL/4423/0113	Opticrom eye drops	Sodium cromoglycate 2% w/v, disodium edetate 0.01% w/v, benzalkonium chloride 0.01% w/v
PL/4423/0144	Vermox suspension	Mebendazole 20mg
PL/4423/0153	Mysoline	Primidone 250mg

*Chemist & Druggist 14 February 1987*



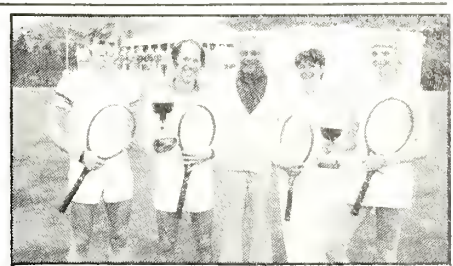


# IN THE CITY

January was dominated by the Guinness scandal, one of the biggest who dunn its in financial history. It is an intriguing tale of how executives, hungry for success and ably supported by friends outside the company, managed to manipulate the Guinness share price. They were intent on supporting the price during and immediately after the £2.7 billion bid for Distillers last Spring.

The arrangement with Gerald Ronson, who runs one of the largest private companies in the country, typifies their methods. A stockbroker, Tony Parnes, invited Mr Ronson to spend up to £25m on buying Guinness shares, so supporting the price, in return for a £5m fee. The financial risk was small because the drinks company promised to cover any losses. Mr Ronson admitted the deal last

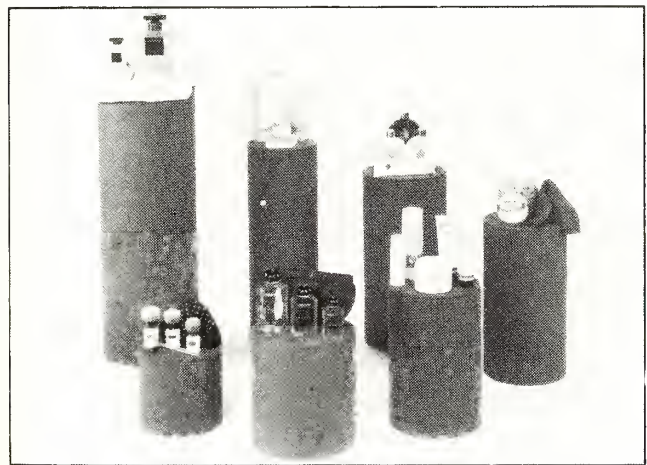
month and returned a cheque for £5.8m to the drinks company. Mr Parnes later admitted receiving about £3m for his pains, and lost his position with Alexanders Laing & Cruickshank, where he worked on a freelance basis. Both men are cooperating with the Department of Trade inspectors looking into the affair. To date, there have been ten casualties — four Guinness directors and four merchant bankers, including three from Morgan Grenfell, which advised Guinness during its takeover of Distillers. It's clear that the affair has tremendous implications for the company, where staff morale is understandably low, and for the City. In this highly charged atmosphere BTR, the conglomerate who own Pretty Polly tights and a huge range of industrial companies, decided to back out of their bid for Pilkington Bros, the glass makers. The bid had aroused strong feelings on both sides, as Pilkington are paternalist employers based in St Helens and there were fears that BTR would cut jobs. Meanwhile, the Stock Market was roaring away, with the ordinary share index rising by 140 points over the month



Victor Kiam, the man who liked the razor so much he bought the company, is pictured congratulating winners of the Remington 1986 father and son/mother and daughter tennis championships after the finals in Spain. The event, which is co-sponsored by the *Daily Express* is said to have received coverage in 250 national and regional newspapers

to peak at 1441.6 three days before the end of the month. This was excellent news for British airways, launched on the stockmarket towards the end of the month. At 125p the shares were pitched low enough to attract investors, though BA is probably more suited to professionals than to new stockmarket punters. Unlike British Telecom and British Gas, BA has a very cyclical business. One company that investors are likely to hear more about this year is British & Commonwealth, formerly in shipping, now a financial company run by the respected John Gunn.

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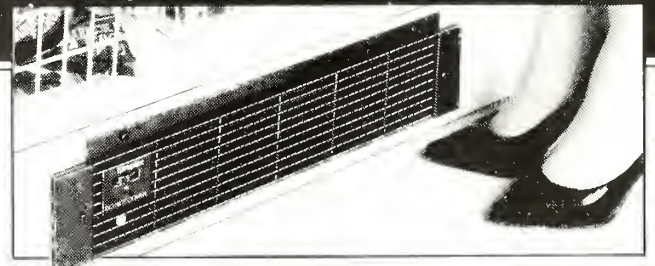
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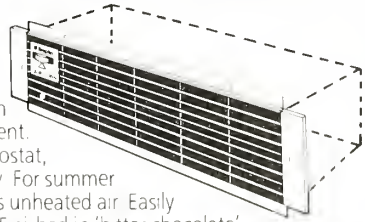
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# NHS money matters halt drug patent Bill

**A Bill which would extend the patent life of drugs has been halted in the Lords.**

Sharply conflicting views among Labour peers about the cost implications for the NHS have further lengthened the odds against the Private Members Bill to repeal the licence of right provisions of the 1977 Patent Act reaching the Statute Book.

Lord McIntosh of Haringey, a Labour front bench spokesman, repeatedly clashed with Lord Northfield, the Labour backbencher and an adviser to the ABPI who is the chief sponsor of the Bill.

Government assurances that the prolongation of the patent life of some drugs by abolition of the licences of right system would not have "any significant overall effect on NHS costs", coupled with reminders by Lord Northfield that the PPRS ensures that the drug companies do

not make excessive profits, failed to satisfy the critics of the Bill.

Lord McIntosh stressed that the Labour Party's policy was to oppose the Bill unless it could be shown that it would not involve additional costs falling on the NHS, and Government assurances conflicted with the Henley Centre which had calculated that there could be an extra financial burden of anything from £50m to £190m, with £110m the most likely figure.

Supporters of the Bill are now seeking to persuade the Government to give it active rather than passive support but have little hope of achieving a favourable response.

As recently as last week Prime Minister Margaret Thatcher reaffirmed that the Government does not provide Parliamentary time to ensure the passage of Private Member's Bill.

## Bid for Robins

**A.H. Robins have received a takeover proposal from American Home Products.**

Robins, who are said to have had 327,000 lawsuits in America, and who are still receiving product liability claims relating to the Dalkon Shield contraceptive, are operating under Chapter 11 of bankruptcy protection.

If American Home, who are interested in the company's medicines, are successful in their bid, a trust fund worth at least £994m will be set up to compensate women injured by the intra-uterine contraceptive, says a report this week in the *FT*. The device allegedly caused reproductive injuries and infertility.

**In the Commons last week,** David Trippier, Under Secretary for Employment, reinforced that household bleaches are included in the classification, packaging and labelling of dangerous substances regulations 1984, after a request from Labour's Terry Field that their inclusion be reconsidered.

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## THE TRIANGLE TRUST

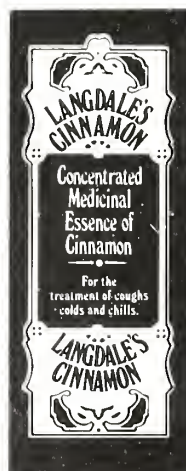
The Triangle Trust 1949 fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed or formerly employed in the pharmaceutical industry in Great Britain. Such relief may include assistance with educational expenses.

The Trustees will also consider on their merits any applications for assistance beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects.

For additional information,

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The Secretary Dept CD  
THE TRIANGLE TRUST 1949 FUND  
Clarges House, 6-12 Clarges Street  
London W1Y 8DH



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## Unichem hope to Prosper +

Unichem are launching their Prosper+ ordering and labelling system to potential users at a series of evening meetings around the country over the next three weeks.

Installation will begin in March and Unichem say they have a waiting list of 400 members interested in receiving the system. Prosper+ (see C&D Dec 20/27, 1986, P1028) incorporates the features of the combind Prosper and Scriptwriter systems with a number of additions.

Facilities include: prescription labelling; order entry and transmission; form statistics; batch labelling; and file maintenance. Access to the PINS system is included as standard for no extra charge other than normal registration fee to the Pharmaceutical Society.

Prosper+ runs on a standard Amstrad 6128 microcomputer with a Citizen printer. The system holds up to 1,200 drugs and 80 form codes on file, all fully maintainable by the user. A further 50 or so Latin instructions make up the basis of the labelling facility. Ordering and order transmission operate in the same way as Prosper. Subscription to Prosper+ will cost members £15 per month more than the existing Prosper system.

## New debt relief?

MPs are stepping up the pressure on the Government to change the existing VAT regulations so as to ensure that small businesses are able to claim relief in respect of bad debts.

Mr Peter Brooke, Treasury Minister, told the Commons last week that virtually all the representations received in response to the Customs and Excise consultations document "VAT: small business review" had welcomed the automatic bad debt relief which would accrue under the proposed cash accounting option. He said these would now be taken into account.

## Sales for Sandoz

Intercare Products Ltd, the OTC company for Sandoz Pharmaceuticals, has set up its own pharmacy salesforce.

Operational from February 1, the nationwide team consists of ten territory

managers, two regional, a sales and sales administration manager, all recruited from outside the company. Intercare had previously contracted out to a sales team.

Jaycare, the healthcare packaging company, have moved their offices and warehouse to: Unit 8, Europa Trading Estate, Fraser Road, Erith, Kent DA8 1QL.

Innox (England) Ltd have moved their complete operation to a new factory complex: Units 15-18, Hawthorn Road, Eastbourne, East Sussex BN23 6QX.

## COMING EVENTS

### NPA on course

The National Pharmaceutical Association has arranged the following courses for pharmacists and staff. Further details are available from NPA, Training Department, 0727-32161.

"Display in the pharmacy" (sales staff), April 9, 9.30am-4.30pm, College for Distributive Trades, 30 Leicester Square, London. Cost £60, including tea and coffee.

Loss prevention in the pharmacy (pharmacy owners/managers), May 19, 9.30am-5pm, Great Northern Hotel, London. Cost £90, including coffee, lunch and tea.

Profit through people. An introduction to basic management principles and skills. March 11-12, Strathmore Thistle Hotel, Luton. Cost £230, including overnight accommodation and meals.

### PSNI dinner

The Pharmaceutical Society of Northern Ireland's presidential dinner will take place on March 11 at 8 pm.

The venue is The Culloden Hotel, Craigavad, Co. Down. Details are available from The Secretary, Pharmaceutical Society of Northern Ireland, 73 University Street, Belfast BT7 1HL (before March 2).

Numark Chemist Golf Tournament, due to the August Bank Holiday, the date of the Southern regional final for the Rennie Trophy, has been changed to Friday, September 4 (from Friday, August 28).

Tuesday, February 17

Ayreshire Branch, Pharmaceutical Society, 8pm, Piersland House Hotel, Troon. Dr G. Barr on "multiple Sclerosis".

Barking and Havering Branch, Pharmaceutical Society, 7.30pm, Academic centre, Old Church Hospital, Romford. Gicka Loeing, of the Women's Health Information Centre on "breast and cervical cancer".

File Branch, Pharmaceutical Society, 7.45pm, Anthony's Hotel, Kirkcaldy. "Chronobiology," Dr J. A. Smith on "Rhythms of sleep and hormonal cycles".

## Ever more for Savory & Moore

Macarthy are planning to expand Savory & Moore pharmacies.

The company hope to add to the existing 62 branches through the acquisition of community pharmacies, says the annual report (annual results reported in C&D, January 3, p4).

The Queen's University of Belfast, Department of Pharmacy, 7.45pm, at the Medical Biology Centre. Dr Tim Wyatt on "Anti-infective agents and common infections in body systems".

Wednesday, February 18

Plymouth Branch, Pharmaceutical Society. Regional postgraduate course at Plymouth Polytechnic.

West Metropolitan Branch, Pharmaceutical Society, joint meeting with NPA, 6.45pm in the district personnel board room, St Mary's Hospital, Acrow Building, 7-9 Wharf Road, London W2. Mrs Nicole Oakley, community nutritionist, on 'Obesity and Its Control'.

Reading Branch, National Pharmaceutical Association, 7.30pm, nurse education centre, Craven Road, Reading. The Speaker is PSNC chairman David Sharpe.

Thursday, February 19

Bedfordshire Branch, Pharmaceutical Society.

7.30pm, at the Bird-in-Hand, Henlow Camp Crossroads. Video, "Nebulisers in question".

Dundee & Eastern Scottish Branch, Pharmaceutical Society, 7.30pm, Lecture theatre 3, Ninewells Medical School. Professor Florence, University of Strathclyde on "The Nuffield Report".

Lincoln & District Branch, Pharmaceutical Society, 7.30pm at the post-graduate centre, County Hospital, Lincoln. Dr Ivan Stockley on "Drug interactions".

Weald of Kent, Pharmaceutical Society, 7.30pm at the postgraduate centre, Kent & Sussex Hospital, Tunbridge Wells. "Some girls do", council member, Mrs Linda Stone on how Council works.

Halifax and District Branch, Pharmaceutical Society, 8pm, wine-tasting at the post-graduate centre, Halifax General Hospital.

Slough and District Branch, Pharmaceutical Society, 8pm, Dr P.A. Boswell on "The treatment of infections. Clinical use of antibiotics".

Friday, February 20

Stirling Central Scottish Branch, 8pm, a working dinner, Regency Suite, Terraces Hotel, 4 Melville Terrace, Stirling. "The ancient guildry of stirling — past and present".

Advance Information

Society of Cosmetic Scientists, joint symposium on "Perfume — The product and the person" on April 6-7, The Grand Hotel, Eastbourne. Cost, members £155.25, non-members £184.00. Further details from Society of Cosmetic Scientists, Delaport House, 57 Guildford Street, Luton LU1 2NL. The Society's annual dinner dance is on February 27 in the grand ballroom of the London Hilton Hotel, Park Lane, London W1. Further details from the secretariat, Society of Cosmetic Scientists, Delaport House, 57 Guildford Street, Luton, Bedfordshire LU1 2NL. E.E. Swains Photographic trade show at Searles Holiday Centre, Hunstanton, Norfolk, March 12, 2pm-9pm. Entrance and buffet free. Pharmacists wishing to attend contact Vicky Crown, 04853-34711.



## Appointments

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BOX C&D 3199

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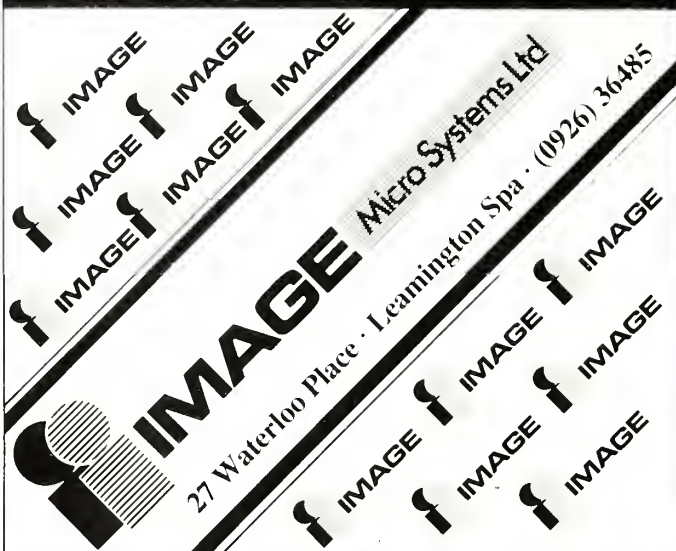
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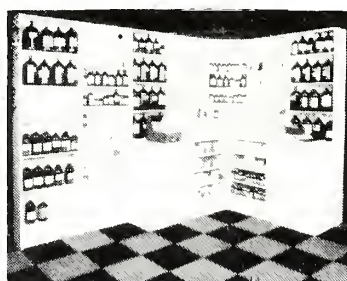
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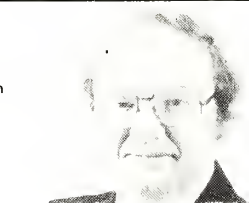
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## DUMP campaign for N. Ireland

The Pharmaceutical Society of Northern Ireland's Young Pharmacists Group is co-ordinating a DUMP campaign throughout the Province during the first week of May.

The Group hopes all community pharmacists will assist the venture by allowing their pharmacies to be used as collection points. The YPG is making arrangements for the collection and incineration of medicines which have been handed in immediately after the campaign.

There are two reasons why the profession in Northern Ireland should run a campaign at this time, says YPG chairman Brendan Kerr: "Firstly, there is growing public concern at the quantities of medicines which are accumulating in some homes, a situation that can only worsen the growing annual poisoning statistics. In 1985, 38 per cent of all accidents in N. Ireland homes were poisonings, a figure which has shown a steady rise since 1976.

"Secondly, the campaign will help to increase pharmacists' public profile as the 'drug experts' who should be consulted on all matters concerning medicines. Such exposure, we feel, could be particularly advantageous at this time when our negotiators are working out the new contract, the second phase of which will look at the expanded role of the pharmacist."

## The appliance of science

Applications for the 1987 Conference Science Award are now being invited by The British Pharmaceutical Conference Science Committee.

Candidates should be under 35 on March 31, 1987, with published work in the pharmaceutical sciences. Applications, comprising three copies of a brief CV, three copies of a list of publications with titles, and one reprint of each paper published, should be sent to the Secretary, Conference Science Committee (JPP), 1 Lambeth High Street, London SE1 7JN, closing date March 31.



Mrs Pamela Thrower and her husband will be able to leave the Winter blues behind with the £1,000 worth of Thomas Cook holiday vouchers they won for this window display at the Red Rose Pharmacy in Blackpool. The competition was run by Kodak, all entrants received a carriage clock and there were three £1,000 prizes

## Seelig stays at Underwoods

Underwoods director Roger Seelig, who recently resigned as finance director of merchant bankers Morgan Grenfell (C&D, January 10, p60), is staying with the company.

At a recent Underwood's board meeting, Mr Seelig made a statement about the Guinness affair which was accepted unanimously, company chairman Harry Woolf told C&D. "There has been and is no question of him leaving the board," he added.

## Eddie gets the gold

Dr Eddie Fullerton is to be awarded the 1987 Evans Gold Medal for services to hospital pharmacy.

Dr Fullerton, who is regional pharmaceutical officer, North West Thames, is a past president of the Guild and former chairman of the staff side of Whitley Council, the Guild's pay negotiating team.

The Evans Silver Medal is awarded to Guild editor John Gilby, unit manager, outpatient services, City Hospital, Nottingham.

The medals will be presented at the Guild Weekend School in Nottingham on March 28, an event of which Mr Gilby is chairman of the organising committee.

**Nutrasweet:** Peter der Veken is appointed sales manager for the UK and Ireland. He joins the company from CPC (UK) Ltd.

**Ever Ready:** David Willgress is promoted to senior national accounts manager, Ken Pearcey and Stewart Hockett are appointed national accounts managers, and Philip Howell and Dougie Kerr are promoted to field sales managers.

**Macarthy Medical:** Colin Stevens is appointed manager to the Reading depot, where he will be responsible for the wholesale and distribution activities of Arnold's veterinary products. Mr Stevens moves from his position as manager of Macarthy's surgical operation in Redditch.

**Network Management Ltd:** The appointment in C&D January 31 should have read: Colin Neville becomes sales director, from Parfums Christian Dior (UK) Ltd. Graeme Riddick is appointed national accounts manager, and Lisa Miller becomes brands manager for Hawaiian Tropic and Sally Hansen.

**Parfums Givenchy:** Liisa-Marja Mela is appointed consultant and training manager. She was the company's first ever consultant.

**Thorn EMI Micrologic:** Michael White is appointed chief accountant to the Bedford-based electronic POS company. He has previously worked with McDonnell Douglas Information Systems and Avon Cosmetics.

**Chemical Industries Association's Public Relations Consultative Committee:** Reg Bennett, corporate public relations manager of Albright & Wilson Ltd, has been elected chairman. He has nearly 30 years experience in the chemical industry.

**Addis Ltd** have appointed five new executive directors, bringing the number up to 15. Christine O'Neill is marketing director for the housewares division; David Day has been appointed commercial director from sales and marketing manager for the commercial division; Ian Thompson is the management service director, appointed from management service manager; Richard Jenkins has been appointed design director, and John Davey has been appointed sales director for the health and beauty division, from national accounts sales manager. He joined the Addis sales force in 1967 from Chesborough Ponds.



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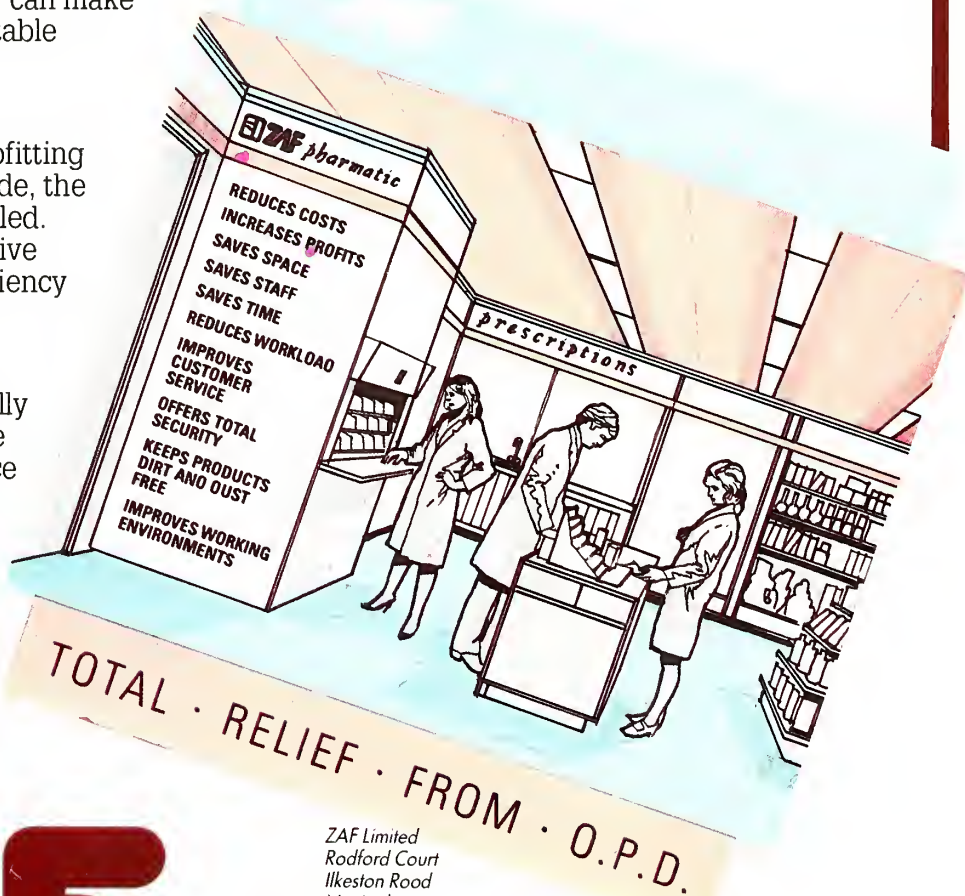
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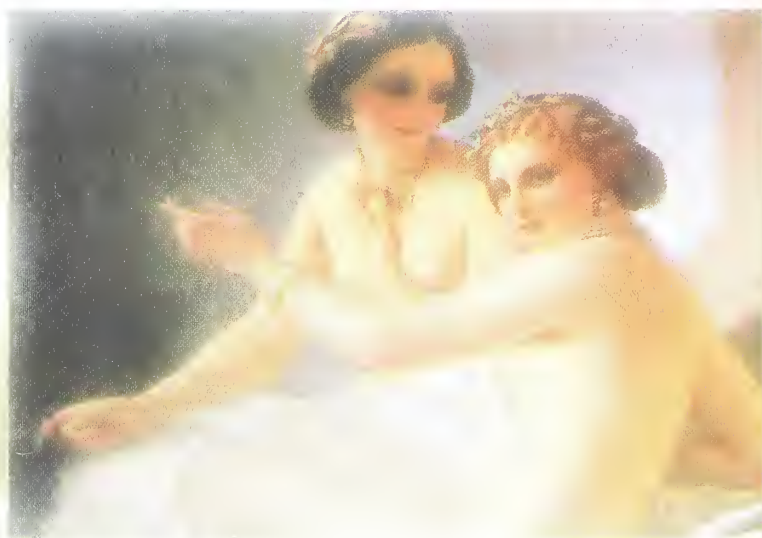
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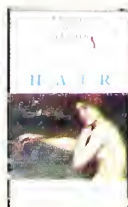
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